A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 23, 1963

WHITE HOUSE CONFERENCE

on

EXPORT EXPANSION

SEPTEMBER 17 & 18

1963

Business Bulletins *from around the world*

AUSTRALIA—South Australian Cabinet approves $6.7 million port improvements for Adelaide. Plan involves deepening and widening port river to accomodate much larger ships.

United States now has 12 installations in country. Eight National Aeronautical and Space Administration projects on which about $6 million to be spent in 1963-64. Some 1,000 construction workers to build radio communications center at North-West Cape in Western Australia, with permanent population to be about 900 servicemen, civilians and families. About $2.3 million to be spent in salaries each year and another $1.8 million on maintenance.

CAMBODIA—Government announces foreign-exchange release for second-semester imports. Foreign exchange equivalent to $7.6 million and credits under clearing agreements equivalent to $11 million have been or will be made available between August 6 and October 4 for commodities to be imported in second-half 1963. Foreign exchange, to come from National Bank reserves, earmarked for following uses: $1.5 million for franc zone, $6.1 million for other countries.

Government also announces specific dates between August 20 and September 29 for consideration of requests by agricultural and industrial enterprises for foreign exchange for materials or equipment imports needed in second-half 1963.

ETHIOPIA—Government accedes to International Coffee Agreement on terms offered at London Coffee Council meeting. Ethiopia's export quota to America and Western Europe reportedly raised to 61,000 tons, and country also allowed to export additional coffee to Eastern Europe, Japan, and Arab nations.

FRANCE—Nestle S.A. of Vevey, Switzerland, increases to 20% its holdings of Libby McNeill common stock, from earlier level of about 6%. Nestle and other Libby stockholders to own 80% of large fruit and vegetable packing plant called Libaron Project, which Libby is to construct at Nimes.

June industry reports indicate production rate has accelerated since beginning 1963. Order books for consumer goods are very satisfactory, while capital goods sector described as moderate. Prices still tending to increase. Investment plans for 1963 in private-industry sector reportedly 8% below 1962 level.

INDIA—Government rescinds July 13 ban on exportation of raw goatskins over 3 feet in length or 6 square feet in area.

$24 million fertilizer plant with installed capacity of 80,000 tons of nitrogen to be built by end of 1966 at Gorakahpur, U.P., under agreement between Fertilizer Corporation of India and Toyo Engineering Corporation of Japan.

IRAN—General Tire and Rubber Co. obtains Government license to establish manufacturing plant producing 240,000 tires and 78,000 tubes annually.

IRAQ—Planning Ministry announces that ID 12.5 million (approximately $35 million) has been allocated for implementing 49 major industrial projects in fiscal year ending Mar. 31, 1964. Among projects are some listed under 1959 Iraqi-Soviet Economic Aid Agreement, two projects (sulphur-recovery and chemical fertilizers) definitely removed from Soviet Agreement, and others—such as rayon and paper plants—which have always been outside Soviet Agreement.

Ministry of Foreign Affairs requests commercial offers for 20,000 tons hard or semi-hard wheat for delivery cost and freight Basra before October 31. Bidders to cable offers and forward 2 kilograms of samples.

JAPAN—35 new items on liberalized import list (as of August 31) raise percentage of total trade liberalized to 92%. (Still on negative list are 192 items.) Major commodities of interest to U.S. exporters include window air conditioners, horizontal boring machines, planers, cylindrical grinding machines, compressors, hydraulic pumps, gas turbines, oscillographs, spectral analytical equipment with grating, control valves for hydraulic systems, hair oil, pomade, and additional footwear items.

JORDAN—Government issues tenders for approximately $3 million for extensions of Amman and Jerusalem airports. Financing to be arranged through commercial bank loans from French or English banks. Partial payment to contractor will be made with phosphates.

LEBANON—Medical, dental, surgical, and veterinary furniture—including operating tables and mechanical hospital beds—may now be imported without prior import license.

MALAYA—Pan Malaysia Cement Works, joint Japanese-Malayan project under construction near Ipoh, to increase capital from originally announced figure of M$6 million ($1.998 million) to M$25 million ($8.325 million) and hike planned capacity to 500,000 instead of 180,000 tons annually. Wholly owned subsidiary with initial capital of M$5 million also established to construct Singapore cement plant. In full production, Pan Malaysia plant should produce enough to supply local market and provide surplus for export. In 1962, Malaya imported over 196,200 tons of cement.

NIGERIA—New asbestos cement factory in eastern region begins operations several months ahead of schedule. About 5,000 tons of asbestos roofing sheets to be produced annually, with manufacture of asbestos cement pipes to begin later this year. Total volume of both eventually to reach 40,000 tons per year.

PAKISTAN—India, Pakistan, Ceylon, and Burma Outbound Freight Conference announce postponement until November 1 of 40% surcharge (originally scheduled for October 1) on all cargoes to Chittagong, East Pakistan.

SUDAN—New $45 million railway budget for 1963-64 calls for construction of new stations, extension of several old stations, building of diesel workshop at Senner Junction, new car repair workshops, and purchase of new diesel locomotives.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Franklin D. Roosevelt, Jr.
Under Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Thomas G. Wyman
Deputy Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

Daniel L. Goldy
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

America A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

and sell like . . . . !

"Go out and sell, and sell like h - - -," Secretary Hodges told a reporter would about sum up the best advice of conference members considering ways of expanding exports. Frequently mentioned items of interest to delegates; 1. Tax incentives for exporters; 2. More trade with the Soviet bloc; 3. Anti-trust questions; and 4. Stronger commercial representation abroad. A more detailed report on committee findings in the next issue.

International Commerce

formerly FOREIGN COMMERCE WEEKLY

September 23, 1963 — Volume 69, Number 38

Special Reports

Business leaders plan export drive

'In the National interest'—Kennedy

Pages 2-19

FEATURES

2 A search for 'know-how' at 2-day conference
3 President calls for two-way cooperation in export drive
5 Need better answers to international trade problems—Hodges
7 Export field prime area for business-government cooperation—Rusk
8 Prosperity at home if exports go up—Dillon
10 Precision teamwork needed for GATT negotiation success—Herter
11 Billion dollars of exports mean 150,000 jobs—Wirtz
12 Much to learn from agricultural trade techniques—Freeman
16 Conference members listed by REEC geographic area
18 Neil Hurley's column
19 REEC chairmen named for 1-year term
19 'Little White House Conferences' convening throughout country
22 Five companies win 'E' awards for help in increasing exports
23 Tourists eager to see U.S. plants
23 Hurley advocates definite policies for export drive

TRADE FAIRS AND CENTERS

20 Trade Center to be opened in Milan next January
21 Laundry, dry cleaning exhibit to be held in Dallas

WORLDWIDE BUSINESS OUTLOOK

24 EEC consumer sales up, internal trade pace quickens
26 Indonesia's stability program yields encouraging results
28 Argentina enacts 6 decrees protecting domestic industry
29 Swedish leather market promising for U.S. exports

U.S. GOVERNMENT ACTIONS

30 Investment program going strong
31 AID finances 4 new projects

FOREIGN GOVERNMENT ACTIONS

32 New Yemen regime announces revisions tariff
32 Iran allows entry of certain trucks and cars

INVESTMENT OPPORTUNITIES

33 Development of enamelware industry urged in Liberia
34 Small stove and roofing panel licenses open in Belgium, Denmark

WORLD TRADE OPPORTUNITIES

35 Several countries open projects, invite bids
36 Bids sought for variety of projects overseas
37 Leads for exporters
50 International representation
53 Leads for importers; construction projects
64 New trade lists; visiting buyers and officials

New Books and Reports, pages 55-56

EXPORTERS HEAR KEYNOTE ADDRESS: President Kennedy sets theme for recent White House Conference. Appearing on platform with him, l to r, are: Edward G. Latch, minister, Metropolitan Memorial Methodist Church; Neil C. Hurley, Jr.; Under Secretary of Commerce Roosevelt; Secretary of Agriculture Freeman; Secretary of State Rusk; Secretary of Commerce Hodges; Secretary of the Treasury Dillon and Secretary of Labor Wirtz.

A search for 'know-how'

More than 200 of the Nation's top business leaders met in Washington, D.C., September 17 and 18 with President Kennedy and key cabinet officers to survey the country's newest economic frontier: the world market for U.S. goods.

Each of the delegates (a complete list is published starting on page 16) was assigned to one of 11 committees exploring a specific subject area related to export expansion. The committee reports were not completed at press time for this publication and will be published when available.

The delegates were briefed by the President, by Christian A. Herter, the President's Special Representative for Trade Negotiations, and by cabinet officers including Secretary of Commerce Hodges, Secretary of State Rusk, Secretary of the Treasury Dillon, Secretary of Agriculture Freeman, and Secretary of Labor Wirtz. Excerpts from the cabinet officers' talks are published in this issue.

The aim of the White House Conference was to find new approaches for expanding exports by utilizing the know-how and judgment of business leaders whose companies do at least 10 to 25 percent of their business abroad. The majority of Conference participants were the chief executive officers of their companies.

All represented

Both small and big business from virtually every sector of the economy were represented at the Conference. The roster of companies ranged from such giants as Radio Corporation of America and Caterpillar Tractor to Rosenau Brothers of Philadelphia, a dressmaking firm, and Catalysts and Chemicals, Inc. of Louisville, Kentucky. The heads of companies from 39 States attended.

Ambassador Herter was the luncheon speaker, September 17. Secretary Hodges addressed the dinner meeting that evening. Representative Oren Harris, Chairman of the Committee on Interstate and Foreign Commerce, spoke at the luncheon on Wednesday.

Conference arrangements were coordinated by a Federal interagency committee under the direction of Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

On the business side, Vice Chairmen of the Conference were Neil C. Hurley, Jr., Chairman, National Export Expansion Council, and Chairman of the Board and President, Thor Power Tool Company; Fred C. Foy, Honorary Chairman, National Export Expansion Council, and Chairman of the Board, Koppers Company, Incorporated; and Thomas J. Watson, Jr., Chairman of the Board, International Business Machines. The Conference also included the members of the National Export Expansion Council and local chairmen of 39 Regional Export Expansion Councils.

PRESIDENT ADDRESSES BUSINESSMEN

Kennedy pushes exports

'Every dollar earned abroad is in the national interest', says President

"The Federal Government is a partner of yours," President Kennedy told those in attendance at the White House Conference, "and we are anxious to do everything we can to make your way easier. What we want from you is renewed concentration by American industry in expanding our markets abroad. This ties into our foreign policies, it ties into our national security, it ties into the prosperity of our people and therefore we hope that this meeting will be a two-way street.

"On the one hand we stimulate those who are not here because quite obviously your presence here indicates your interest. We stimulate those who are not here to look at what they may now regard as a marginal market and make it a significant market. It can mean economic resources for them, but it can mean even more for our country.

"Now, I am quite well aware if a major company has a larger domestic market—and after all this is the greatest market in the world here in the United States—it does sometimes not appear to be useful to make the concentrated effort to take the risk which goes with building a market which can by your best judgment only amount to 10, 15 or 20 percent at best of your domestic market. You really may feel it is better to concentrate here, that this is the area for the future.

"I hope that in making that economic judgment and weighing those economic factors you will also consider the national interest. Every dollar you earn abroad is in our interest. As long as we spend what we must spend to maintain our defenses, as long as we spend what we must spend to assist those countries who are in the front line of freedom, as long as we spend what we must spend to maintain our other obligations abroad then we must earn our way. The Federal Government cannot earn the way for you. You have to do it yourself. By earning your way, your earnings help us. So I regard this as a very important meeting.

"We can meet our problem in one of two ways, either by cutting down or by building up. I don't think the cutting down is the way to do it. It may be finally the only way to do it but I think we have another opportunity and that is to expand our markets. If we cut down it means reducing defense. It means reducing aid, and I think that in the final analysis if you can just add 10 percent to the exports of last year which should not be beyond the possibilities for this very resourceful group of entrepreneurs in the United States we could meet all of our balance of payment problems.

"Our ratio of exports to gross national product is only four percent—about one-half of what it was a century ago. If the volume of our commodity exports last year had maintained the same share of world trade that we had only six years ago, we would have exported $4.5 billion more than we actually did, more than enough to eliminate our entire balance of payments deficits.

Enough dollars overseas

"We are not talking about dumping our great productive resources abroad. The fact of the matter is there are enough dollars to pay for what we want to export through tourists and all of the other means. We spread a good many dollars throughout the world. We are asking that there be a rising tide in trade which will benefit all the countries which will lift all the boats. We are not novices at export trade. Indeed, one of the factors which led to the American Revolution was an attempt to limit our access to foreign markets. And during much of the 19th century American exports were aggressively merchandised around the globe. As a matter of fact, the motto of the City of Salem is "To the farthest reaches of the Indies," so that we have a long tradition.

"We still have a larger volume of exports than any other country. Our merchandise exports exceeded imports by over $4 billion last year. Even after deducting those exports financed by Government grants and loans the favorable balance was $2 billion—not enough—not enough.

"There is no reason why this Nation should be able to export only four percent of its gross national product when Germany exports 16 percent; Italy, 10 percent; Japan, 9 percent; Sweden, 19 percent; Switzerland, 22 percent; and the Netherlands a staggering 35 percent.

"This performance, of course, came in the most part from sheer necessity. They either had to export or die. We never had that kind of pressure but we do have a pressure today and I hope that a country as large as ours, with our large domestic market will increasingly look abroad.

"The Congress of the United States in passing the Trade Expansion Act of 1962 voiced its confidence in the capacity of our Nation and its businessmen to show purpose and determination in selling all over the globe. The Act of Congress was an act of faith in the capacity of the United States to compete and compete successfully.

Committed to Trade Act

"We are now committed in the Trade Expansion Act to full participation in a world market of vast dimensions. We have left the house of partial protection and tariff stalemate to begin a much larger involvement in world trade. We ask other nations to do the same.

"There are four reasons, it seems to me, in the national interest why it is desirable for us to expand our exports: First, export expansion means more jobs. Excess unemployment has plagued us for six years because of the insufficient demand for the products of American industry. The tax reduction bill which I hope the Congress will pass, represents our principal attack on this problem, but demand can also be created abroad.

"Second, by expanding our exports we can end the persistent deficits in our balance of payments program. This is a far better solution than crippling cuts in vital national security programs or retreat into protection or other measures of restriction instead of expansion.

"Third, increased exports mean in-

creased profits and profits are the basis of the free enterprise system.

"Fourth and finally, the entire free world will benefit from an expansion of our exports. We seek no unfair competition and no injury to others.

"On the contrary, our efforts rest on the fundamental principle that both parties to a transaction benefit from it. Increased trade increases international income. It sharpens efficiency and improves productivity and binds nations together.

A task for each firm

"Although export expansion is primarily a task for each individual firm, the Federal Government has special responsibilities:

—to pursue tax policies which promote increased efficiency;
—to negotiate vigorously for the reduction of tariff and non-tariff barriers against our products;
—to refrain from placing unnecessary barriers in the way of exports;
—to furnish positive help in the form of credits, guarantees and other technical assistance.

"The passage of the pending tax reduction bill will aid the competitive position of American industry as it did last year in the case of last year's investment credit and depreciation liberalization.

"In the field of credit assistance, we have now provided the same facilities for our exporters as those provided by other industrial nations, through the Export-Import Bank and a program of government guarantees and insurance. But it is possible that we can improve this program.

"The coming round of tariff negotiations at Geneva will determine the climate in which American exporters will operate for years to come. Our objective will be the reduction or the removal of all non-tariff restrictions. But in the final analysis, the success of our negotiations depend on you. Our negotiators can help to create new opportunities but you must take advantage of them.

Is significant program

"I wish American businessmen who keep talking against the AID program would realize how significant it has been in assisting them to get into markets where they would have no entry and no experience and which has traditionally been European, and come to the aid of this program in the coming months and years.

"Last year 11 percent of our exports were financed under our AID program. And the importance of this aid to our exports is increasing as our developing assistance is increasing, now almost entirely tied to American purchases.

"This program which we talk about is tied to the United States. As the program is cut, business is cut and jobs are cut here in the United States. We are not giving away goods. These are cases on a loan basis which will be paid back and which must be spent here in the United States. Almost ¼ of the railroad equipment exported by American manufacturers was paid for by AID. Ten percent of the trucks and busses sold abroad were sold under AID. One-third of the fertilizer shipped abroad was shipped under AID contracts. But the real measure of the impact of these AID-financed exports lies in the future.

"Today most of our exports go to industrialized nations. Fifteen developed countries received two-thirds of our exports. Ninety lesser countries received ⅓.

AID paves the way

"In the long run, the greatest gains for American U.S. exports will come when nations are capable of purchasing our products and AID can help pave the way.

"For example, we began 15 years ago to help rebuild the markets of Western Europe and Japan. Even after their remarkable resurgence enabled us to do away with aid, our markets in those areas continue. Our exports to Europe have doubled and to Japan have tripled. The same story has been repeated in other lands where AID combined with the efforts of the people themselves has brought strong economic progress.

"In the last five years, for example, our exports to Taiwan increased 14 percent, to Colombia by 28 percent, to Israel by 76 percent. In Iran our share of their imports has grown 2½ times since pre-World War II days.

"In Pakistan our share of their imports in that same period has increased by over five times, and our commercial exports have gone up 50 times.

Desire for U.S. goods

"Too little attention, in short, has been paid to the part which an early exposure to American goods, American skills and the American way of doing things can play in forming the tastes and desires and customs of these newly emerging nations which must be our markets for the future.

"In one country, a little over a decade ago, to cite another example, it was extremely difficult for American contractors to bid upon jobs because the specifications were tied to bidders from other countries.

"Now, largely because of our AID program, American bidders are able to participate successfully in these contracts.

"No foreign aid program, of course, can and should substitute for private initiative, but it can assist in breaking the path, and that is one important reason—though there are even more vital reasons in this critical year of 1963—for us all to give it support.

"These aid expenditures are not the cause of our balance of payments. AID can help our balance of payments by helping exports, and the recent cuts in this program by the House of Representatives saved only 20 million in American dollars on our balance of payments exports. It will have, unfortunately, a severe impact upon our exports abroad—to Latin America and all the rest. That is why even though this meeting is not called for this purpose, there is an interrelationship.

"I was glad to see the Chamber of Commerce yesterday support the Alliance for Progress. This is a program meshed in with the other actions which the Government can take which I think will assist you in the long-run to develop our export markets which assist the United States.

Trade, in short, is not merely a matter of Europe. If we are to reverse the flow of our dollars in gold, we must expand our efforts in Bangkok and Nairobi and Bangalore, in Bogota, in Sao Paulo as well as in Frankfurt and Paris.

"There will be difficulties and disadvantages. The domestic market will loom very bright. Our firms will need ingenuity and patience, but the results will be rewarding to the people of America as well as to the business. For an American truck in Pakistan or a machine tool in Colombia or a bulldozer in Kenya form a link between our nation and our people and, therefore, I ask you today to commit yourselves to even more intensive efforts abroad and also to encourage your fellow members of the American business community to look abroad. In looking abroad, I think they can serve their responsibility as businessmen to their companies and also to serve the country.

"This is a matter of vital importance. This is a matter which is very high on our agenda, and I cannot think of any way that we can solve our problems more easily, happily than to encourage you and to assist you in developing increased exports.

"I want to particularly thank all of you who have come down here. You are all busy men; you have a lot of other responsibilities. We would not ordinarily hold this meeting, and it is one of the few meetings of its kind that we have held in the last two-and-a-half years, unless we thought it deserved the attention of all of you. I express our thanks to you."

Better answers to problems of international commerce needed, Hodges tells group

U.S. has seriously lost ground in export race, Secretary warns in talk alerting business to urgent need to sell more U.S. goods abroad

Secretary of Commerce Luther H. Hodges said there is little that American business cannot do when it sets its hand to it, in his address at the dinner meeting of the White House Conference on Export Expansion. He urged the conferees to communicate the results of the Washington meeting to the businessmen, workers, and local government officials throughout America in a series of "Little White House Conferences," since all will benefit from export trade.

"We are coming of age in international commerce," the Secretary told the dinner meeting.

"We must find better and more complete answers to the questions posed by international commerce than we now have.

"So the basic broad question we in government would like for you in industry to help us answer is, how do we bring our export performance more nearly in line with our potential?

"For although our exports last year led those of our closest competitor by $7.6 billion, they are small when compared with our share—40 percent—of total free world industrial production.

"And again—although you are probably sick of hearing these figures, they bear constant repetition because they dramatize better than any others that we are not exporting as much as we might—again, we export only 4 percent of our gross national product against Germany's 16.5 percent, the United Kingdom's 14 percent, France's 11.5 percent, and Belgium-Luxembourg's and the Netherlands' 30 and more percent.

We have lost ground

"Nor have we grown at a rate comparable to that of other industrialized nations. Indeed, we have seriously lost ground to them. German, Italian, and Japanese exports have more than doubled in the period 1955 to 1962. Ours have risen only 40 percent.

"The persistent deficit in our international balance of payments has brought home to us dramatically that we need to sell more goods abroad if we are to substantially correct this imbalance.

"But even when our payments problem has yielded to treatment, and gotten into balance, we will continue to face severe competition in overseas markets and from overseas producers here at home."

Tax rebate question

One factor creating a competitive disadvantage for American exporters, the Secretary noted, is the practice in some European countries of subsidizing their exporters through turnover-tax rebates. The United States, lacking a turnover tax, appears technically barred under GATT rules from providing comparable tax incentives for exporters. Mr. Hodges advised the gathering that the administration has formally requested the Organization for Economic Cooperation and Development to look into this "discrimination."

Domestic needs

Before the eyes of his distinguished audience the Secretary in broad brushstrokes painted a comprehensive picture of America's stake in world trade, saying:

"As critical as vastly increased exports are in carrying a sizable part of the burden in offsetting the outflow of funds, from both private and government sources, these increased exports are just as important to building and maintaining a strong domestic economy as well as maintaining the United States' role as the economic leader of the free world.

"Five years ago a panel of distinguished business and professional men stated, 'We have prided ourselves on the dynamism of our competitive economy. We have insisted that its freedom was the condition of its vigor. We have become aware of the interdependence of our well-being and that of the rest of the free world. Our economic and social system must demonstrate its vitality by the energy and courage with which it deals with its current problems.'

Many remain ignorant

"Many firms in the United States have taken this message to heart and are fully in the swim of international trade. Incredibly enough, however, thousands upon thousands of American businessmen remain ignorant of the opportunities of overseas trade or hold to the erroneous notion that they somehow cannot compete abroad or that it is enormously difficult and complicated to export. And too many of them say, 'oh, we are doing o.k. here in the market we know.'

"How can we carry to these people, more effectively than we now do, the knowledge that there is a huge export market in a rapidly developing world and that U.S. business can compete profitably abroad as many good firms now in export will testify?

"How can we make American businessmen aware of these opportunities and induce them to use not only all their own private facilities but the many services and programs of the United States Government? As taxpayers they help finance these programs, and common sense and the profit motive would dictate that they make use of them.

Commerce can help

"Through the Bureau of International Commerce we can provide the businessman with about every service necessary for export except money, imagination, initiative, and the desire to sell more.

"We can provide him with trade lists, overseas trade and investment opportunities, news of visiting buyers, and foreign trade regulations. We can help him set up or take part in trade missions abroad, participate in exhibitions in trade fairs and trade centers overseas. We can even give him credit ratings of potential customers.

"Since the program began in 1954, we have sent out well over 100 official trade missions. Since the spring of 1960, these missions have carried more than 10,000 U.S. business proposals and returned with many trade, investment and sales opportunities.

"Since January of 1961, acting for a U.S. Government inter-agency group, we have conducted 45 trade fairs in 31 countries, involving 2,300 American exhibitors. Nearly $18 million worth of orders have been written up.

"Trade centers have been established in key marketing areas in London, Bangkok, Frankfurt, and Tokyo. I announced

last week that a fifth center will be opened soon in Milan, and others are planned.

"Through an expanded program of the Department of Commerce's field offices we have met with success in calling the businessman's attention to exports and in informing U.S. industry of its potential. In the first seven months of 1963, our field offices were responsible for 545 firms going into the export business. In these seven months of this year, field offices conducted 405 export seminars, made more than 8,000 out-of-office visits to stimulate exporting, and answered 624,000 inquiries.

"The National Export Expansion Council and the 39 Regional Export Expansion Councils work closely with our field offices and have done excellent work in assisting in the national export effort. The NEEC and REEC's have aided with workshops, clinics, seminars, speaking engagements, international management councils, and in finding new export prospects.

Thanks council members

"I would like to extend my warmest thanks to the members of these groups—many of whom are here tonight—who have given so much of their valuable and scarce time to help in this endeavor so vital to the progress of our country and its industries.

"I am especially enthusiastic about the new action program for the REEC's. Each of you received a copy of the brochure covering this. When this program gets into full operation, we shall have gone still farther toward getting the export message across.

"The U.S. Export-Import Bank (a government agency) and the Foreign Credit Insurance Association (a private group) have provided export credits and loan guarantees against both commercial and political risks on both short and medium-term loans. These programs, although relatively new, have been consistently expanded and improved to further serve the exporting business community to help it meet overseas competition.

"In the last three fiscal years Exim-Bank loans, guarantees, and insurance have totaled from $1.4 billion to $1.8 billion a year. Every dollar of this goes to export United States goods. FCIA, which has been in operation for only about two years, issued export credit insurance amounting to $570 million in fiscal 1963.

"The Administration has also established a National Export Expansion Coordinator's office which meshes the various programs of government into a sustained national effort to promote U.S. sales abroad.

"We have accomplished much, but there is much to do. Our 39 field offices have set a goal of doubling the number of new firms going into export. To achieve this goal all of us will have to do a better job of exploding the myths that surround exporting or selling abroad:

Must explode myths

"To explode these myths we must give better answers to the excuses many businessmen give for not exporting—such as

—There is no market overseas for my product.

—I can't compete with low foreign wages.

—Exporting is too complicated and tied up with red tape.

—Exporting is too risky.

—Exporting is not for firms located away from coasts and ports.

—Exporting is not profitable.

—I am too small to export.

—I can't extend credit on acceptable terms.

"The answer to most of these objections is, 'Nonsense.'

"There is an overseas market of some sort for nearly everything produced in America. Stories have come into the Department of Commerce of firms who sell popcorn in Syria, boat trailers in Saudi Arabia, and bows and arrows in South Africa. Barbecue outfits made in a southern state were selling well at the Bari, Italy, fair where I was last week.

Cost not only factor

"I am surprised to hear so many firms complain they cannot compete with low foreign wages. Costs, to begin with, depend on both wages and productivity. Americans boast the most advanced production methods in the world and American workers the highest productivity. Indeed, those firms with the highest export volume are the high-wage industries and account for two-thirds of our total manufactured exports. Cost is not the only factor in competition—quality is more often than not the determining factor in sales, and here again the United States is a leader.

"How do we impress on all U.S. industry—big or small—that one of our great strengths in competition is our traditional technological leadership?

"Five of the largest manufacturing exporters in the United States—chemicals and allied products, primary metals, nonelectrical machinery, electrical machinery, and motor vehicles and transportation equipment—account for two-thirds of all exports of manufactured goods. They also employ about 75 percent of all the research and development scientists that we have in our U.S. civilian economy, even though they have only about one-half of total manufacturing employment.

"We still have a technological lead over our foreign competitors, but there are signs that this lead is gradually eroding, thanks largely to the stepped-up research and development efforts of firms in Europe and elsewhere.

Must push research

"Are we working as hard as we should to maintain and to improve our technological lead? Are we spending as much on research and development of goods for the civilian market as we should?

"As American business men we are proud of our marketing ability. Are we exploiting our advertising and marketing know-how in foreign markets? Are U.S. firms exercising the same imagination in devising means of entering and expanding foreign markets as they do in our domestic markets?

"Or for that matter are American marketing techniques and ingenuity being used to sell American goods abroad as well as those same techniques are being used to sell foreign goods here? Are we using campaigns in Europe, for example, that match campaigns prepared by Americans to sell, for example, Schweppes or Volkswagens in the United States?

"Let's drop the double standard and recognize that we've got to go out and work in these foreign markets as hard as we do at home.

"If we can get more of American industry to help us search for the answers to the questions we are raising during this two-day conference, we will come nearer to reaching the full potential of the American economy.

Markets are the world

"We are offered unparalleled new and expanding markets—our markets are, or should be, the world. We are given an opportunity to accelerate our own growth at home through making full use of these markets. We have a powerful tool to aid us in selling overseas with the Trade Expansion Act. Ambassador Herter told you this afternoon how talks under this Act are progressing. But whatever the negotiations may develop, we must sell more and more goods.

"A tax-reduction bill is before Congress, and added to the revised depreciation schedules and the investment tax credit which came into being last year, we will have strong instruments to keep our economy competitive with any in the world.

"But the job of competing successfully abroad is ultimately up to private American industry, making full use of its intelligence, its diligence, its ambition."

NATURAL ALLIES: Secretary of State Dean Rusk tells the Conference that business and government are natural allies in the export field. Commerce Secretary Luther H. Hodges (right) listens to the talk.

Rusk calls export field prime area for cooperation by business and Government

Cites substantial achievements in aiding U.S. business abroad; asks advice on improving Government service to private firms

The export field is one area in which business and government are natural allies, Secretary of State Dean Rusk told participants in the White House Conference. He called for "the fullest, freest and frankest cooperation" in an all-out effort to meet the economic challenges of our time.

Secretary Rusk told the businessmen that "If the gap in our balance of payments is to be closed without serious risks to our security and without curbing the growth of the free world economy, it must be done mainly by expanding our exports."

"An increase of only 10% in our current export volume of $21 billion would be a substantial contribution. This is not an impossible goal—perhaps it is too modest—when we realize that our exports have increased by more than $5 billion since 1959 and that world trade continues to grow," he said.

Secretary Rusk said "there is no magic formula for expanding our exports. In this highly competitive world, exports cannot be self-generating; they require hard and persistent work. The main job is for business. But the Government can help.

"We hope that negotiations under the Trade Expansion Act of 1962 will produce mutually advantageous reductions in tariffs.

"The role of our foreign aid program in promoting American exports is increasing" according to the Secretary. "Our 1962 foreign aid program, including sales of farm surpluses, accounted for approximately $2.3 billion, (11%) of our exports.

"Much more important, our foreign aid program is helping to build future markets. When nations grow, when people have hope for the future, freedom advances—and with it the national interest of the U.S. But the consequences are even more than a safer and generally better world, for economic growth in other countries means a larger market for American goods," Mr. Rusk said.

"The decade of the 1950's was marked by the tremendous economic resurgence of Western Europe and Japan, initially aided by the U.S. Their economic advance meant not only that our aid could cease but that our exports to them could continue to grow. From 1950 to 1962 our exports to Europe doubled. In the last decade our exports to Japan have tripled."

Foreign aid important

Secretary Rusk said that "Many of the less developed nations which have made progress toward self-support have at the same time increased their capacity to buy U.S. exports. This should be a continuing process. If we in the U.S. are alert, I believe our commercial trade with the less developed countries will increase significantly.

"We should not underestimate the importance of foreign aid in making the less developed countries more familiar with American goods and services. The returns to the U.S. will be measured for decades to come.

Mr. Rusk said that "We in Government are fully mindful that there is no substitute for the direct dialogue between the seller and the buyer. On the domestic side, the Bureau of International Commerce is trying energetically to attract more American firms, especially medium-size and small establishments, into the export field; and at the same time to encourage those already engaged in the foreign trade to increase their export operations. Outside the U.S., the commercial officers and staffs of our Foreign Service carry the Government's primary trade promotional responsibilities to overseas markets.

"As a result of these efforts, at home and abroad, and of growing opportunities in world trade, the number of businessmen calling upon our posts for services, personally and through the Department of Commerce, is increasing sharply."

"In addition to helping business visitors, our commercial staffs handle voluminous business correspondence and prepare a variety of reports of service to American firms, including trade opportunities, World Trade Directory reports, and trade contact surveys," Secretary Rusk said. "They are active also in supporting the trade promotional aspects of specialized programs of the Bureau of International Commerce abroad, namely, the Trade Mission Pro-

gram, the Trade Center Program, and the Trade Fair Program. I hope you are finding these activities useful to you and that you will suggest ways they can be improved."

Missions help

Mr. Rusk said that "The Government's efforts abroad to promote exports are not confined to our commercial staffs. Last fall, I instructed our chiefs of mission to take an active personal part in assisting American firms to expand export markets. Since then, I have had many gratifying reports. I recently pointed out to our chiefs of mission the emphasis which we in Washington attach to the Export Expansion Program for balance-of-payments reasons. In order to pinpoint our problems, I asked that our Embassies prepare for my guidance and that of the Secretary of Commerce a summary of the specific ways in which they have found it possible to support this program. I also asked for fresh information on particular difficulties encountered, and for suggestions for overcoming them, as well as for suggestions on improving our export expansion work as a whole.

"I could cite many specific examples where trade opportunities submitted by our posts and publicized by the Department of Commerce have led to new transactions valued from a few dollars to several million. Naturally, there are many tips that cannot be openly advertised for various reasons, including the protection of our trading interests in highly competitive situations until they conclude their contracts.

Typical case

The Secretary outlined a typical case: "Our Embassy in a particular country learns that there is a prospective purchaser for certain equipment. Embassy officers make it clear at the highest levels of local government and industry concerned that American companies can provide this equipment and that the U.S. Government is interested in seeing to it that they have a full and fair opportunity to compete for this business. At the same time they take steps, through the Department of Commerce, to alert the American producers. They establish and maintain close contacts with the cabinet officers whose Ministries must approve various aspects of the transactions and with the top officials of the prospective purchasing company, as well as with many senior staff officers in both local government and industry. They arrange for the American companies concerned to send their top officials to conduct demonstrations timed for the greatest impact on the contractual discussions and decisions.

'HEROIC MEASURES' NECESSARY: Secretary of the Treasury Douglas Dillon told members of the Export Expansion Conference that "heroic measures" are required to balance the U.S. international accounts.

Dillon sees prosperity at home, payments balance abroad if exports can be forced up

'Dollar must and will stay firm,' Secretary tells conference as he outlines solution involving a many-sided attack on nation's economic problems

Secretary of the Treasury Douglas Dillon called for "heroic measures" in order to balance our international accounts, in an address to the members of the White House Conference. "The dollar is at the base of the free world's payments system, which in turn finances the flow of international trade," he told the group. "The dollar must and will stay firm—but this requires that we balance our international accounts."

He cited the United States' present state of "excessive unemployment, underutilized manufacturing capacity, and stable price levels" as reasons why restricting credit would only lead to increased unemployment, lower profits, and less investment. It would produce hardship at home and would not help our balance of payments, he said.

"We have had to try and find a different solution," he told the group, "a solution that can at one and the same time bring prosperity at home and balance abroad. This has involved a many-sided attack which has resulted in significant improvement in many areas. But new problems have arisen as old ones have moved toward solution, and even greater efforts are now necessary.

"Let us see first of all what has been done. In 1960, the overall balance of payments deficit was $3.9 billion. This fell to $2.4 billion in 1961 and $2.2 billion last year. In the first half of 1963, however, our deficit once again increased. The biggest adverse factor was the sharp increase in recorded outflows of U.S. capital—outflows amounting to over $2.5 billion, as compared with $1.7 billion in the first half of 1962 and $3.3 billion for all of 1962. The largest share of that increase resulted from American purchases of new foreign securities. At $1 billion, they were more than double the rate of the first half of 1962 and almost equal to the $1.1 billion recorded for all of 1962.

"Other items changed but little and, as a result, during the first half of 1963 our deficit on an annual basis ran at a rate of either $3.2 or $4.2 billion, depending on how one prefers to account for the medium-term convertible bonds which, this year, we have sold to foreign central banks for the first time.

Good grounds for hope

"We have good grounds for hope that, when the results are in for all of 1963, the actual deficit will be less than the annual rate indicated by the first half figures. While many of the additional measures announced in the President's July 18th Balance of Payments Message will not be fully effective until next year, we nevertheless expect that the exceptionally large private capital outflows in the first half of this year will fall markedly in the second half. The increase in short-term interest rates resulting from the higher rediscount rate and the proposed Interest Equalization Tax should help to reduce these outflows.

"Thus, the record shows that, while we have made progress, we have a great deal yet to accomplish. But before I consider what we can do for the future, let me touch very quickly upon some of the efforts we have already made—efforts we will continue to augment.

"We have worked vigorously to cut overseas cash dollar expenditures for defense and aid, and as much as possible to tie the expenditures we do make to procurement in this country. In our foreign economic assistance, the Agency for International Development during the last fiscal year tied fully 80 percent of its commitments to the export of U.S. goods and services, and that percentage is scheduled to rise still further in this fiscal year. This means lower dollar outflows as expenditures begin to reflect these new commitments. By fiscal 1965 the annual dollar outflow for the AID agency will be cut in half from the billion dollar level of 1960 and 1961 to not more than $500 million.

"And in our military programs, the Defense Department has held its gross dollar expenditures abroad below 1960 levels, despite the build-up in overseas force levels due to the Berlin crisis of 1961. At the same time, net military expenditures abroad have been reduced by nearly $850 million between 1960 and 1962—largely because of our success in negotiating agreements with some of our allies for sharply increased purchases of American military equipment.

Defense cuts made

"It is, in fact, in the area of net United States Defense expenditures overseas that our efforts to improve our balance of payments position have brought some of the most encouraging results to date. The Department of Defense is seeking all possible means to cut expenditures without impairing our capabilities to carry out our military commitments. It has made particularly good progress in its efforts to expand the sales of U.S. military equipment abroad. We have increased our receipts from those sales from under $400 million in calendar 1961 to well over $1 billion in 1962—and we are striving to maintain a similarly high level in the future. It is worth noting as well that our success thus far in this area has stemmed, in large measure, from constant and close cooperation between government and industry.

"We are going to continue this progress in the military area. As the President announced last July, we intend to reduce the annual dollar outlay of our military forces overseas by a further $300 million a year while at the same time reducing our purchases of foreign strategic materials by another $200 million. Thus, by January 1, 1965, reductions in defense expenditures abroad will be contributing another $500 million a year to the improvement in our balance of payments.

Debt prepayments

"Special inter-governmental arrangements—such as debt prepayments and medium-term borrowings—with some of our friends overseas have also helped reduce our gold outflow and narrow the gap in our payments. These "special transactions" amounted to $1.4 billion in 1962—including substantial advance military payments—and to about $600 million in the first half of 1963.

"We have acted to stem the outflow of short-term capital by a series of carefully managed increases in short-term money rates—while at the same time we have maintained ample credit availability, and long-term rates and bank loan rates have remained low or even declining due to the flood of liquid savings accumulated by the American people. The recent increase in short-term interest rates should serve—not only to stem the outflow of short-term capital—but also to make it much more attractive for foreigners to hold their assets in dollars, thus helping to reduce our gold outflow.

"We have proposed the Interest Equalization Tax as a temporary measure to help turn the tide of foreign security sales in our markets while slower-acting but more basic measures are taking effect.

Must expand exports

"We have adopted these measures and many others to keep our payments imbalance and the resulting gold flow to a minimum and to hasten our progress toward achieving lasting balance in our payments. We will continue to implement these measures. But helpful as they are, these measures only deal with part of the problem. By and large, they help reduce our payments rather than increase our receipts. We must also and increasingly concentrate our efforts upon expanding our international receipts. More than anything else, that means expanding our exports.

"I do not need to detail before this audience how vital exports are to our balance of payments—indeed, to our entire economy. I do not need to describe the many steps we have already taken to help increase our exports.

"In 1962, our commercial exports—those not financed by Government capital—ran at about $18 billion. If these exports had been 12 percent greater they would have offset our overall $2.2 billion payments deficit, and if they had been 20 percent greater they would have offset our $3.6 billion deficit in *regular* transactions (those excluding special government transactions).

"A word of explanation may be in order here. I am talking about commercial exports, the exports you sell on a commercial basis. These are not the same thing as the figures for merchandise exports released on a monthly basis by the Bureau of International Commerce. These monthly figures include agricultural exports financed under PL 480 as well as exports financed by the AID agency. These tied exports financed by American taxpayers have been growing rapidly during the past two years as tied aid policies have taken effect. Thus, the monthly figures have not been a true indication of our competitive performance.

"The true figure is the total of commercial exports which omits aid and PL

480 shipments. This figure is published quarterly by the Bureau of International Commerce. The figures for the first half of '63, which will soon be available, show that our commercial trade surplus has actually declined from last year's total. This is why we must redouble our efforts to increase commercial exports and not be satisfied with merely increasing our government financed exports.

"These comparisons should help define the large task ahead of us—particularly when we consider that, since 1960, our commercial exports have been increasing at an annual rate of about one percent. Our task is to boost this rate dramatically over a fairly short period of time.

"This is not an easy task. But I am convinced we can do it—if we set our minds to it. The markets are there. For in the five years from 1957 to 1962, our share of the major industrial nations' exports of manufactured goods—excluding exports to the United States—decreased steadily from almost 29 percent to less than 23 percent. This means we have been losing markets that we need.

Asks tax reduction

"If we are to regain these markets and more, if we are to increase our exports to the levels we need—if we are in fact to achieve long-range solutions to our major economic problems—then we must enact into law this year a substantial tax reduction program.

"Tax reduction is absolutely essential if we are to attain the two main long-term goals of our balance of payments efforts; first, to expand our trade surplus, and second, to make the United States a more attractive place to invest long-term capital, both foreign and domestic.

"Already the two tax measures adopted last year—the investment credit and depreciation reform—have given a strong boost to the international competitive position of American industry. They reduced business taxes by almost $2.5 billion a year—and, as one recent survey showed, businessmen credit their tax savings from these measures for 43 percent of their planned increase in capital spending for this year. The proposed corporate tax reduction would provide a comparable spur to investment and—together with the 1962 measures—would increase the profitability of new investment by almost 30 percent.

"The direct stimulus of these measures—and the overall stimulus of more rapid and sustained economic growth—would greatly intensify the incentives for increased investment in new tools, new techniques and for exploration and development of new markets and new products. This would sharpen the competitive edge of American business, not only in foreign markets, but also in our own home market.

"Equally important, as our economy expands in response to the tax cut and employment and productive efficiency climb, the United States will become continually more attractive to investment capital, both foreign and domestic. It is also likely that a more rapidly growing economy would soak up current savings and bring with it a natural increase in longer-term interest rates that would in turn help to slow the outflow of capital. For all these reasons, the American Bankers Association last July stated that substantial tax reduction was a vital element in any program to achieve balance in our payments.

"In no sense, however, does this mean that the tax bill will automatically solve our payments imbalance or allow any of us to relax our efforts. While the tax bill will provide the climate and the extra leverage to spur us on to greater efforts and to help make those efforts continually more productive, it will still be imperative that we step-up our drive to expand our exports and widen our access to foreign markets—and that we maintain the kind of wage and price stability we have enjoyed over recent years. Above all, you in private industry must work ever harder to seek out, explore and develop export opportunities. For the tax bill will give us the more dynamic and growing economy in which any measures that you adopt can have maximum impact—and in which you will have the heightened incentives you must have if you are to mount an export drive of the scope and intensity we need."

Herter calls for precision teamwork as key to Geneva trade negotiations success

President's aide says 'new and creative approach' to tariff, non-tariff barriers holds unusual promise

U.S. preparations for "the most important and comprehensive trade talks in history" depend very heavily on close government-industry-agriculture-labor teamwork, the Honorable Christian A. Herter, President Kennedy's special representative for trade negotiations, told the luncheon meeting of the White House Conference.

Next year's GATT (General Agreement on Tariffs and Trade) negotiations in Geneva, he noted, will involve more than 50 nations in a "new and creative approach" aimed at leveling both tariff and non-tariff barriers to world trade. In plain terms, Mr. Herter described the high stakes and called on the assembled leaders—as spokesmen for the American business community—to contribute their experience and insight, and enlist the aid of fellow businessmen, in tackling complicated and crucial problems. He said:

"We need your help, first, in creating the kind of atmosphere here in America which will put us in the strongest possible position at the bargaining table, by establishing beyond any reasonable doubt the credibility of our dedication to liberalizing trade. We cannot afford to have that credibility undermined abroad by indulgence in protectionism at home.

Vital information

"We shall need your more specific help when the Trade Information Committee holds its hearings. While any matter relevant to the trade negotiations can be brought before the Committee, we should like its hearings to focus largely upon determining which foreign tariffs and trade restrictions are most burdensome to U.S. exporters. We hope, therefore, that you will take full advantage of this opportunity to share with us this vital information, which your first-hand experience in the markets of the world uniquely qualifies you to give."

Analyzing the negotiating power conferred on the President by the Trade Expansion Act of 1962, Mr. Herter listed 3 principal goals of Congress in passing the act:

- To increase the security and well-

being of the United States and the Free World through the expansion of trade, with the consequent benefits to industries and workers.

- To strengthen Atlantic ties and enlarge the area of interdependence within an Atlantic Community and with industrialized countries such as Britain, Japan, Australia and Canada.
- To stimulate the economic growth of the less developed nations by offering access to world markets for their products and encouraging commercial policies on their part which are conducive to their own development and to fruitful world trade.

Milestone

The spring of 1963 GATT ministerial meeting in Geneva was cited by the speaker as marking a "major milestone on the road to next year's negotiations," establishing that comprehensive negotiations would be held on a most-favored-nation basis and under the principle of reciprocity, with substantial linear tariff cuts a primary goal. Hailing the Geneva meeting's creation of a trade negotiations committee under a plan for coupling tariff negotiations with action against non-tariff barriers, Mr. Herter said this approach can lead to "genuinely meaningful" trade liberalization.

Bones of contention

The "disparities" question—arising from the fact that Common Market tariffs tend to bunch in the middle ranges while the United States has more high and low rates—and the question of agricultural trade were cited by Mr. Herter as issues "likely to dominate our talks with our trade partners as we tool up for next year's negotiations."

"In the longer run," the speaker continued, "the problem of trade in agricultural products is likely to present more difficulties. From the beginning, we have made it clear that the coming trade negotiations *cannot* be limited to industrial goods. The level of the U.S. exports depends to an important degree on our overseas markets for farm products. In the Common Market alone, our agricultural market amounted to almost $1.2 billion last year. . . .

"We and our negotiating partners must seek a solution which will take account of the legitimate interests of everyone concerned. This will require a real effort of statemanship. We must tackle these many difficulties as problems we share in common—and deal with them in common, and not simply in response to the internal domestic pressures to which all our governments are subject. Otherwise, it is difficult to see how we can move forward along the road to partnership."

CHRISTIAN A. HERTER

Wider spectrum

Reviewing the "poultry dispute" with the Common Market—and noting "reluctant" U.S. preparations to offset heavy poultry duties by withdrawing certain tariff concessions to the EEC—Mr. Herter added:

"However, we must not let our current concerns over U.S. relations with the Common Market dominate the wider trade and economic spectrum, of which the EEC is only one part. Japan, Canada, Britain and her fellow-members of the European Free Trade Association, and other industrialized countries all have an important role to play. . . .

Protectionist 'pockets'

"I have heard (trade-liberalization) views expressed everywhere I have traveled in recent months—in Japan, in Canada, and in the principal capitals of Europe—although, to be candid, I have also found pockets of protectionism everywhere.

"The less developed countries are also keenly interested in expanding their trade, in a wholly commendable desire to earn more of their own way in the world. Indeed, one of the most striking features of the GATT meeting this spring was the very active part they took in it—and they are likewise taking a very lively interest in preparations for the UN Conference on Trade and Development, which is scheduled for next spring."

A billion dollars of exports means 150,000 jobs, Labor Secretary tells conference

Over 3 million workers attribute their jobs directly or indirectly to exports, Secretary Wirtz says in plea to labor and management to intensify efforts

Secretary of Labor W. Willard Wirtz urged labor and management to intensify their efforts to promote a greater volume of U.S. exports to other nations in remarks before the White House Conference on Export Expansion. He pointed out that every one billion dollars of exports means 150,000 jobs for American workers.

"Over 3 million workers, almost 6 percent of our total private employment, attribute their jobs directly or indirectly to exports," he said.

"In some industries, such as machinery, chemicals and primary metals, some 14 or 15 percent of employment is due to exports."

The Secretary also singled out the Nation's high-wage and high-productivity industries as its high-export industries.

He said that greater production for exports is one of the vital measures we must take to improve the Nation's economic growth rate, and to attack unemployment.

Citing the U.S. labor movement's support of the country's reciprocal trade program initiated in 1934, as well as the Trade Expansion Act of 1962, the Secretary suggested that today unions, in their exchanges with management, can "encourage a bolder approach—or sometimes even a first venture—by management into the export market as an outlet for the

products for the plant or industry."

The Secretary said that increased exports imply increased imports, but he pointed out that all the available evidence shows more jobs are created by exports than are lost to imports.

"The Trade Expansion Act—which looks toward the opening of new export opportunities for U.S. products—makes provision for adjustment assistance where this is necessary to bridge the gaps in periods of transition.

Must open gates

"As in the past we opened our gates to the tides of people from other lands who, in their turn, helped build our strength and greatness, so now, we must open our gates to the products of the newly developing countries to help them build, with us, a strong and vigorous world dedicated to freedom and to the dignity of man.

SECRETARY WIRTZ

"It is perhaps useful particularly in the setting of a Conference such as this, to try to widen our horizons beyond our immediate assignments and look and think about where we are going as a nation. We live in a troubled world, beset by great power struggles both ideological and political. We live in a world where poverty, illiteracy and hunger are all too prevalent. We live in revolutionary times when new countries, new peoples, are reaching out for a place in the sun and for recognition of their dignity and presence. Our own tremendous revolutionary experience and tradition most often provides the inspiration for these new nations. The example of our economic and political development stands as a beaconlight for their aspiration.

"We must—as we are doing to a degree—reach out our hands to the impoverished, the hungry and the underprivileged of the world. This has always been the American way and I trust it will so continue to be. With changing times, our methods and approach to such assistance must also change.

"This we must do as a matter of conscience, consistent with the ideals we live by. This we must do as a matter of national interest in a divided world.

Must aid new nations

"In a healthy, expanding economy such as we must achieve, there will be no problems of serious dimension in absorbing a fair share of the output of the less developed nations. Certainly, an expanding level of consumer demand will not only help absorb our jobless but also permit us to accept and even require the products of these developing nations. Exports expansion becomes a key element in the efforts to help the emerging nations find markets for their products. As we export more, we can import more and thereby help meet the many-sided objectives of our national policy—our humanitarian motivations—and our dedication to freedom and peace, our commitment to expand job opportunities through promoting full employment as well as our necessity to improve our balance of payments."

U.S. businessmen can learn much from agricultural trade techniques, Freeman tells export conferees

Cites numerous instances of persistent sales efforts paying off; symposium will allow Europeans and Americans to swap trade ideas; Food for Peace has developed significant cash markets

U.S. agriculture has learned many valuable foreign trade techniques which American manufacturing firms could profitably apply in their efforts to boost foreign sales, according to Agriculture Secretary Orville L. Freeman.

Speaking at the White House Conference on Export Expansion, Secretary Freeman said that "We have learned that we must watch the quality of the goods we export. Many of our competitors have long produced primarily for the export market, and hence have become "export conscious." We must also attune our thinking to the wants and needs of foreign customers. By and large our quality stacks up well with that of our competitors, but some areas need strengthening.

"We have learned—and this is most important of all—that the U.S. role in agriculture export markets must be active rather than passive.

"Not too many years ago, U.S. agriculture waited for foreign customers to knock on the door. We finally woke up to the fact that our role of residual suppliers had to be changed, and we changed it. Today we have become eager salesmen, and are actively selling food and fiber abroad. We are finding out that positive merchandising, which we call market development, produces results.

"This market development work has been a cooperative Government-industry effort. A decision was made a number of years ago, when Congress first authorized this work, to operate through agricultural producer and trade associations. The call went out and the associations responded. Today, more than 40 producer and trade groups are working with us in jointly financed market development activities in some 50 countries. Almost all of the U.S. Government's share of program costs is financed under authority of Public Law 480 from foreign currencies received in exchange for farm products sold to dollar-short countries.

Multiplier effect

"The Department and cooperating groups have learned that if a development program is planned well, a "multiplier principle" sets in; that is, supporting promotional work is done abroad. U.S. cooperators enlist the assistance of counterpart foreign trade associations. These foreign cooperators, in turn, stimulate advertising and other promotion by foreign firms handling U.S. products. This foreign effort is largely an extra

dividend on normal expenditures of the Department and the U.S. cooperators.

"Our cooperators use a variety of techniques in promoting foreign sales. Many of these are the familiar methods of U.S. sales promotion—newspaper publicity, radio and television programs, point-of-sales promotion, paid advertising, and the like.

"Another time-tested technique is the exhibit at fairs. The Department of Agriculture and cooperators are playing an active role in the international trade fair program. Since 1955, U.S. agriculture has taken part in over 100 exhibits at fairs and other events attended by some 50 million people. Some of these have been joint exhibits with the Commerce Department, but many have been separate exhibits at major food shows. "Exhibit" may not be the right word. In the past few years, visitors to U.S. shows have not only been able to see our foods but also to buy them and try them in the home.

Solo exhibit

"In 1961, the U.S. presented its first major agricultural "solo" exhibit at Hamburg, Germany. It was a huge success. An even larger solo exhibit for all of Western Europe will be held November 7-24, at Amsterdam, The Netherlands. A European-American symposium on agricultural trade, to be held in conjunction with the food show, will bring together many outstanding leaders of U.S. and European industry, labor, consumers, agriculture and other groups.

"The symposium will give Europeans and Americans a chance to swap ideas about attaining liberal trade within the Atlantic Community, as well as other topics of mutual concern. Ideas emerging from the discussions will be disseminated widely in Western Europe and will, we hope, contribute to trade expansion objectives we all seek.

Ingenuity

"Much development activity revolves around the U.S. Trade Centers established jointly by the Departments of Commerce and Agriculture in London and Tokyo. A poultry show is in progress at the Tokyo Center right now. Japan has become a new poultry market for us since 1960. We think it is a sign of industry confidence when more than 20 U.S. poultry packers, representing a substantial part of the industry, are willing to move their samples half-way around the world—at their own expense—to test sales reaction. One of our Department officials who took part in the first few days of the event reports that it promises to be a tremendous success."

DISCUSSES FARM EXPORTS: Secretary of Agriculture Freeman told businessmen at the White House Conference of the tremendous export program of agricultural products his department is actively promoting.

"Cooperating trade groups have developed many new and successful techniques of their own that are peculiarly adapted to foreign marketing.

"An effective promotional technique is the trade-sponsored visit to the U.S. A few years ago a group of leaders from the Italian wheat trade and Government were shown in this country that U.S. hard red winter wheat could be blended with Italian wheat to make good spaghetti, macaroni, and other "pasta." The team visit paid off when Italy, needing additional wheat, stepped up purchases from the U.S. Italy continues to look to us as its number one supplier when imports of hard wheat are needed. Sponsored visits under the tobacco program have led to the introduction of many new foreign cigarette brands containing American tobacco and increased exports of our leaf to Japan, Thailand, Finland, the United Arab Republic, and elsewhere.

"The continued upward trend of soybean exports indicates that persistent sales effort plays a part. One example will show what I mean. A few years ago the Spanish Government was persuaded to try some of our soybean oil under the Food for Peace Program—the U.S. Government accepting Spanish pesetas in payment. The industry followed up with an intensive program to show the Spanish trade that soybean oil could be blended with Spanish olive oil. Foreign currency sales were replaced by dollar sales. Today Spain is the largest cash buyer of our soybean oil, with sales in fiscal 1963 totaling $50 million.

Worldwide program

"Sales of feed grains, though taking place within a favorable merchandising climate, are being helped by a worldwide promotion program. The feed grain industry has frequently teamed up with soybean meal and tallow promoters in seminars and demonstrations to show feed users and manufacturers how best to mix ingredients for optimum production of livestock. Promotion in Japan has made that country one of the largest buyers of U.S. corn and grain sorghum. Worldwide, U.S. exports of feed grains and products have risen from $430 million in fiscal 1958 to $772 million in 1963.

"Although sales for cash depend on purchasing power, prices and quality, as well as sales effort, it is obvious that sales effort has been a highly significant factor in the upward trend of dollar sales in foreign markets.

"We must bear in mind, however, that a fifth ingredient determines ultimate success or failure in export markets. I refer to market access. This is all-important. If a country says, "You can't bring in your wheat, or your tobacco, or your poultry," you've "had it"—at least until the decision is changed. You can't promote goods that a country keeps out with trade barriers.

"Difficulty of obtaining market access is the most serious problem hampering U.S. agricultural exports. Agricultural protectionism—over-protectionism, that is—takes many guises. We see it in the form of import quotas, embargoes, variable levies, monopolies, preferential treatment, and others. We have encountered it in the European Common Market, notably in connection with poultry. We have encountered it elsewhere.

Keep it flowing

"The U.S.'s goal is moderate protection, which would still allow agricultural trade to flow. A Department of Agriculture study released the other day shows that the U.S. is the most liberal of the major agricultural countries from the standpoint of agricultural import policies. The U.S. protects 26% of its farm production from outside competition. With the exception of the United Kingdom, protection in Western Europe ranges between 60% and 100%.

"American businessmen appreciate, I am sure, that the liberal policy of the U.S. with respect to agricultural imports is doing much to support the sale of U.S. industrial goods abroad. When the U.S. buys Dutch hams, Australian beef, and Brazilian coffee, dollar balances are being created in this country. Foreign countries use those balances for their purchases of airplanes, machine tools, and many other manufactured items. Here we have liberal trade in action.

"The U.S. will keep on trying to obtain a fair break for American agriculture. To that end protectionism will be combatted through our official and commercial contacts, and through formal trade negotiations. The word "reciprocal" in reciprocal trade agreements must mean exactly that. The Trade Expansion Act of 1962, which American agriculture supports, gives the U.S. broad bargaining authority. The U.S. has proposed to use the Act to negotiate agricultural and industrial tariffs as a single "package." It will be U.S. policy to avoid foreign moves to separate the final settlement of agricultural and industrial products. We—agriculture and industry—have mutual stakes in liberal trade.

Markets abuilding

"In the meantime, as we negotiate for access, market building will continue both in the industrialized and in the less-developed parts of the world.

"I want to review quickly our P.L. 480—Food for Peace Program. Although this activity is not of primary concern in this dollar-market conference, it has long-range relevancy to dollar-market expansion.

"The purpose of the Food for Peace Program is to use surpluses constructively. I can think of no more constructive use for food than combatting malnutrition, hunger, and starvation around the world. We have the highest humanitarian motives in using food to fill human stomachs, and this will continue to be our paramount objective.

"At the same time, we are finding that bread cast upon the waters is being returned to us in other ways.

Helps payment balance

"Our Food for Peace exports, which have been running at the rate of about $1.5 billion annually, are promoting economic growth in Asia, Africa, and Latin America. Economic growth, as I mentioned earlier, is a necessary precondition for commercial trade. A substantial part of the foreign currencies generated by Food for Peace shipments are being loaned or granted back to the less-developed countries to finance economic expansion projects. Some of the donated foods are being used directly as part payment of wages on public works projects. Our supplies, furthermore, are combatting inflation of food prices, and thus are helping Governments of the less-developed countries stretch their wage dollars further.

"We found out in the years following World War II that economic aid to Western Europe and Japan enabled those war-torn areas to become enormous buyers of our agricultural and industrial products. We are finding today that several countries in which Food for Peace has been an important component of U.S. economic aid are buying more and more U.S. goods for dollars. Spain, for example, has become a $70 million-a-year cash market for U.S. farm products. Israel is coming up rapidly as a dollar

PRE-CONFERENCE HUDDLE: Eugene M. Braderman (center), Deputy Assistant Secretary of Commerce for International Affairs and Director of the Bureau of International Commerce, points out the schedule for the Trade Promotion Committee to committee members James J. Nance (left) and Roger P. Sonnabend before the opening of the White House Conference on Export Expansion. Mr. Nance, Vice-Chairman of the Trade Promotion Committee, is President and Chairman of the Board of the Central National Bank of Cleveland and Mr. Sonnabend, who served as Chairman of the Trade Promotion Committee, is President of the Hotel Corporation of America. Mr. Braderman was the Governmental liasion officer.

purchaser. Greece and Formosa are stepping up their cash buying.

"Food for Peace also has brought us some substantial balance of payment benefits. During the fiscal year 1963, foreign currencies generated by PL 480 sales abroad were used to pay an estimated $250 million worth of U.S. bills overseas. These bills involved such items as embassy expenses, educational exchange programs, American-sponsored schools, and, as I previously mentioned, market development activities.

"In economic development, supported in part by Food for Peace, lies our real, long-time prospect for major market expansion. People who are learning to want more and better food, and who are developing their economies to the point where they can purchase that food, will eventually expand the whole normal trade circle of the U.S. and of the world.

"As I consider export trade in its broadest implications, I am encouraged. There is something inevitable about trade. When some people want and need products—and when other people have those products and want to sell them—trade is a foregone conclusion. It is up to us to make sure that the inevitable happens as rapidly as possible.

U.S. contracts now listed by commodity and service

As a convenience to U.S. businessmen, information on Government contract opportunities appearing in the *Commerce Business Daily*, will now be classified by major commodity groups and services.

Previously, Government procurement information was listed only under the purchasing organization, irrespective of the commodity or service involved.

Commodities (supplies and equipment) will now be classified under 76 separate groupings. Services, such as construction, research and development, will be listed under 16 headings.

Printed 5 days each week, the Commerce Business Daily will continue to carry information on all publicized Government procurements that exceed $10,000 for defense agencies and $5,000 for civilian agencies. Also, it will carry awarded contracts exceeding $25,000 for defense agencies and $10,000 for civilian agencies. Annual subscriptions, $20 by regular mail and $62 by air mail, can be obtained from the U.S. Department of Commerce, Room 1300, 433 West Van Buren St., Chicago, Ill., 60607. Sample copies are available on request from the Department of Commerce News Room and Field Offices.

Working for you

Department of Commerce Field Offices

Albuquerque, N. Mex. 87101, Courthouse. Phone: 247-0311, ext. 2386
Anchorage, Alaska 99501, Rm. 60, U.S. Post Office & Courthouse. Phone: BRoadway 2-9611
Atlanta, Ga. 30303, 4th Fl., Home Savings Bldg., 75 Forsyth St., NW. Phone: JAckson 2-4121, ext. 6000.
Birmingham, Ala. 35203, Title Building, 2028 Third Ave., N. Phone: 323-8011, ext. 3131
Boston, Mass. 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312
Buffalo, N.Y. 14203, 504 Federal Building, 117 Ellicott St. Phone: TL. 3-4216
Charleston, S.C. 29401, Suite 201, Marcus Bldg., 6 Broad St. Phone: 722-6551
Cheyenne, Wyo. 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731
Chicago, Ill. 60606, Room 1302, 226 West Jackson Blvd. Phone: 828-4400
Cincinnati, Ohio 45202, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944
Cleveland, Ohio 44101, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave. Phone: CHerry 1-7900
Dallas, Tex. 75201, Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: RIverside 8-5611
Denver, Colo. 80202, 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598
Detroit, Mich. 48226, 438 Federal Building. Phone: 226-6088
Greensboro, N.C. 27402, Room 407 U.S. Post Office Bldg. Phone: 273-8234
Hartford, Conn. 06103, 18 Asylum St. Phone: 244-3530
Honolulu, Hawaii 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831, ext. 464
Houston, Tex. 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CApitol 8-0611
Jacksonville, Fla. 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111
Kansas City, Mo., 64106, Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000
Los Angeles, Calif. 90015, Room 450, Western Pacific Bldg., 1031 St. Broadway, Phone: Richmond 9-4711, ext. 1261
Memphis, Tenn. 38103, 212 Falls Bldg., 22 N. Front Street. Phone: JAckson 6-3426
Miami, Fla. 33132, 408 Ainsley Bldg., 14 N.E. First Ave. Phone: FRanklin 7-2581
Milwaukee, Wis. 53203, 1201 Straus Bldg., 238 W. Wisconsin Ave. Phone: BRoadway 2-8600, ext. 473
Minneapolis, Minn. 55401, Room 304 Federal Bldg., 110 South Fourth Street. Phone: 334-2133
New Orleans, La. 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 529-2411, ext. 6547
New York, N.Y. 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377
Philadelphia, Pa. 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400, ext. 591
Phoenix, Ariz. 85025, New Federal Bldg., 230 N. 1st Ave. Phone: 261-3285
Pittsburgh, Pa. 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800, ext. 785
Portland, Oreg. 97204, 217 Old U.S. Courthouse, 520 SW. Morrison St. Phone: CApitol 6-3361, ext. 1421
Reno, Nev. 89502, 1479 Wells Ave. Phone: FAirview 2-7133
Richmond, Va. 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611
St. Louis, Mo. 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 1-8100
Salt Lake City, Utah 84101, 222 SW. Temple St. Phone: DAvis 8-2911, ext. 341
San Francisco, Calif. 94011, Room 419 Customhouse, 555 Battery St. Phone: YUkon 6-3111
Santurce, P.R. 00907, 605 Candado Ave. Room 628, Phone: 723-4640
Savannah, Ga. 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. Phone: ADams 2-4755
Seattle, Wash. 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300, ext. 492

Conference members listed by REEC geographic area

Participating in the White House Conference on Export Expansion were representatives of manufacturing, agriculture, distribution, finance, labor, education, and Government.

Conference members—the National Export Expansion Council, chairmen of the Regional Export Expansion Councils, and public participants—are listed below, by REEC geographic areas and Washington, D.C.

Albuquerque Council area

Howard C. Eberline, President, Eberline Instrument Corp.

Anchorage Council area

Donald L. Mellish, Executive Vice President, National Bank of Alaska.

Atlanta Council area

E. T. Barwick, President, Barwick Mills, Inc.; Thomas S. Morgan, President, Thomas S. Morgan Co.; Harding D. Young, Dean, School of Business Administration, Atlanta University; Lorimer Milton, President, Citizens Trust Co., Atlanta, Ga.

Birmingham Council area

E. Ward Faulk, Hayes International Corp.; A. L. Vandergriff, President, Continental Gin Co.; Robert S. Weil, President, Weil Brothers-Cotton Inc.

Boston Council area

Edward C. Bursk, Vice President, Marketing Management, American Marketing Association; Roger P. Sonnabend, President, Hotel Corporation of America; Ralph M. Binney, Vice President, International Division, First National Bank of Boston; Charles F. Adams, Chairman of the Board, Raytheon Co.; John C. Dowd, President, John C. Dowd, Inc.;

Irving J. Fain, Chairman of the Board and Secretary, Apex Tire & Rubber Co.; Carl J. Gilbert, Chairman of the Board, Gillette Co.; Paul W. Leming, President, Van Norman Industries, Inc.; Harry D. Sharpe, Jr., President, Brown & Sharpe Manufacturing Co.; Raymond S Stevens, President, Arthur D. Little Inc.; Thomas H West, President, Draper Corp.; E. W. Miller, President, The Fellows Gear Shaper Co.

Buffalo Council area

Charles Rumrill, President, Rumrill Co., Inc.; Harman Brereton, Vice President and General Counsel, Eastman Kodak Co.; James R. Houghton, Corning Glass Works; William H. Wendel, President, Carborundum Co.; Robert D. Murphy, President, Corning Glass Works International; Joseph F. Lynch, President, Lynch Equipment Co.

Charleston Council area

James A. Morris, Dean, School of Business Administration, University of South Carolina; Paul A. Belknap, President, Charleston Rubber Co.

Cheyenne Council area

Robert W. Adams, President, Western Nuclear, Inc.

Chicago Council area

Neil C. Hurley, Jr., Chairman of the Board and President, Thor Power Tool Co.; Milton E. Slater, Executive Assistant to President, Thor Power Tool Co.; John H. Barr, President, Barr Development Corp.; Thomas H. Miner, President, Thomas H. Miner & Associates, Inc.; Robert C. Beckerer, President, Link Belt Co.; William Blackie, President, Caterpillar Tractor Co.; Stephen F. Briggs II, President, Outboard Marine Corp. International; Jack L. Camp, President, International Harvester Export; Draper Daniels, Vice President, McCann-Erickson, Inc.;

Robert A. Fergusson, President, Rust-Oleum Corp.; Will C. Grant, Chairman of the Board, Grant Advertising, Inc.; Paul M. Green, Dean, College of Commerce and Business Administration, University of Illinois; Alonzo B. Kight, President, Borg-Warner International Corp.; John F. Probst, President, South Bend Lathe, Inc.; Herbert V. Prochnow, President, First National Bank of Chicago; John F. Spaulding, President, Skil Corp.;

Everett Kouler, President, James B. Bean Distilling Co.; Sherrill A. Parsons, Vice Chairman, Booz Allen & Hamilton; W. J. Platka, President, Platka Export Company, Inc.; Arthur E. Walton, Vice President in Charge of Factories, Sears, Roebuck and Co.; A. Leighton Wilkie, President, Do All Co.; William P. Grayson, Vice President, Ebony Magazine.

Cincinnati Council area

Kenneth Wilson, Dean, College of Business Administration, University of Cincinnati; George M. Harrison, President, Brotherhood of Railway and Steamship Clerks, Freight Forwarders, Express and Station Employees; Neil H. McElroy, Chairman of the Board, Proctor & Gamble Co.;

Ronald E. Reitmeier, President, Catalysts & Chemicals, Inc.; Frank H. Richterkessing, President, Cissell Manufacturing Co., Inc.; Donald H. Robinson, Vice President-Group Executive, Procter & Gamble Co.; Charles P. Taft, General Counsel, Committee for a National Trade Policy; David A. Meeker, President, Hobart Manufacturing Co.

Cleveland Council area

R. A. Steudel, Export Service Manager, Sherwin Williams Co.; Harry F. Burmester, President, Union Commerce Bank; Robert H. Davies, Chairman of the Board, Eltra Corp.; Russell C. Jaenke, President, Penton Publishing Co.; Chauncey B. Smythe, President, Thew Shovel Co.;

J. J. Strnad, President, Lempco International Inc.; Harry B. Warner, President, B. F. Goodrich Chemical Co.; Bertram D. Thomas, President, Battelle Memorial Institute; James J. Nance, President and Chairman of the Board, Central National Bank of Cleveland.

Dallas Council area

Albert Long, Senior Vice President, Republic National Bank of Dallas; J. G. Flynn, Jr., Vice President, International Division, Collins Radio Co.; Patrick E. Haggerty, President, Texas Instruments, Inc.; John Lawrence, Chairman of the Board, Dresser Industries.

Denver Council area

C. Neil Norgren, President, C. A. Norgren Co.; Russell J. Cameron, President, Cameron & Jones, Inc.; O. A. Knight, President, Oil, Chemical & Atomic Workers International Union; L. C. Rose, President, Colorado Fuel & Iron Corp.; L. K. Spitzer, President, Arrow Manufacturing Co.

Detroit Council area

Tom Lilley, Vice President, Ford International Staff, Ford Motor Co.; John W. Kinsey, Manager, International Division, Micromatic Hone Corp.; H. Glenn Bixby, President, Ex-Cell-O Corp.; Irving J. Bluestone, Administrative Assistant, International Union, United Automobile, Aircraft and Agricultural Implement Workers of America;

Roy D. Chapin, Jr., Executive Vice President, American Motors Corp.; Ray R. Eppert, President, Burroughs Corp.; Malcolm P. Ferguson, President, Bendix Corp.; John H. French, Jr., President, City National Bank of Detroit; Zenon C. R. Hansen, Executive Vice President, Lansing Division, White Motor Co.;

Louis Kingscott, Jr., President, Louis C. Kingscott & Associates, Inc.; James M. Roche, Executive Vice President, General Motors Corp.; Macauley Whiting, President, Dow Chemical International; Irving J. Minett, Group Vice President, Chrysler Corp.

Greensboro Council area

J. Edgar Kirk, Vice President, North Carolina National Bank, Raleigh; Charles R. Browning, Chairman of the Board, Aeronautical Electronics, Inc.; Robert P. Lynn, Vice President, Burlington Industries Inc.; John H. Wheeler, President, Mechanics and Farmers Bank, Durham; Edwin A. Morris, President, Blue Bell, Inc.

Hartford Council area

Hans H. Bohlmann, Export Manager, Seamless Rubber Co.; Joseph M. Barr, Vice President, United Aircraft.

Honolulu Council area

H. Tucker Gratz, President and Chairman of the Board, Pepsi Cola Bottling Co. in Hawaii.

Houston Council area

Leonard F. McCollum, President, Continental Oil Co.; George W. Ebanks, Vice President, International Banking Department, National Bank of Commerce, Houston; Richard E. Derby, President, Uncle Ben's, Inc.; Norman T. Ness, Vice President and Secretary, Anderson, Clayton & Co.

Jacksonville Council area

Henry N. Folk, Jr., Chairman, Pensacola Port Authority; John T. Lesley, General Manager, Florida Citrus Exchange; Charles A. Rovetta, Dean, School of Business Administration, Florida State University; W. F. Walker, President, Dantzler Lumber & Exports Co.

Kansas City Council area

Jack F. Whitaker, Jr., President, Whitaker Cable Corp.; Howard W. Hardy, Presi-

dent, Great Plains Wheat, Inc.; Joseph M. Kramer, Partner, Columbian Steel Tank Co.; Howard L. Roach, President, Soybean Council of America, Inc.

Los Angeles Council area

Harper Q. North, Vice President, Research and Development, Thompson Ramo Wooldridge, Inc.; Robert R. Dockson, Dean, School of Business Administration, University of Southern California; B. F. Coggan, Executive Vice President, Operations, Douglas Aircraft Co., Inc.; C. G. Hokanson, President, C. G. Hokanson Co., Inc.; Thomas V. Jones, President, Northrop Corp.; Erle Constable, Executive Vic President, Lockheed Aircraft International, Inc.

Memphis Council area

Allen Morgan, President, First National Bank, Memphis; Hugo N. Dixon, Chairman of the Board, George H. McFaddon & Bros.; George R. Hirsch, Managing Partner, Cary-Hirsch Lumber Co.; Lewis Schuster, Dean, School of Business Administration, Tennessee State University. M. H. Simmons, President, Plus Poultry Inc. of Northwest Arkansas; Richard O. Wilson, President, Wilco Machine Works, Inc.

Miami Council area

L. J. Hodge, President, Standard Cap & Seal Co.; Joel C. Wilcox, Port Director, Port of Palm Beach; Richard Bertram, President, Bertram Yacht Co.; Harry H. Coll, President, Chris-Craft Corp.; Nathaniel J. Klein, Chairman of the Board, Key Pharmaceuticals.

Milwaukee Council area

Richard D. Cudahy, President, Patrick Cudahy Packing Co.; Henry Harnischfeger, President, Harnischfeger Corp.; William H. Jacques, President, Jacques Seed Co.; Joseph W. Simpson, Jr., President, First Wisconsin National Bank of Milwaukee.

Alfred P. Diotte, Corporate Secretary, Parker Pen Co.; Fred Salditt, Director, Harnischfeger Corp.; Robert S. Stevenson, President, Allis-Chalmers Manufacturing Co.; Daniel Parker, President, Parker Pen Co.

Minneapolis Council area

Paul V. Grambsch, Dean, School of Business Administration, University of Minnesota; Lowell Andreas, Manager, Honeymead Products, Inc.; John A. Moorhead, President, Northwestern National Bank of Minneapolis.

New Orleans Council area

Harry X. Kelly, Director, Customers Relations, Delta Steamship Lines, Inc.; Joseph T. Lykes, Jr., President Lykes Brothers Steamship Co.

New York Council area

George Inselman, President, American Institute of Marine Underwriters; Walter H. Johnson, Jr., General Corporate Executive, Interpublic, Inc.; Robert M. Norris, President, Nation Foreign Trade Council, Inc.; Kenneth M. Spang, Vice President, First National City Bank; Louis A. Albarracin, Senior Vice President, Chase Manhattan Bank; Alfred Aufhauser, President, Industrial Raw Materials; Ad Auriema, President, Auriema, Inc.; John J. Bergen, President, John J. Bergen & Co.;

John C. Bierwirth, Vice President and Director, International Division, National Distillers & Chemical Corp.; William G. Birmingham, Jr., Executive Vice President, Dodge & Seymour, Ltd.; William P. Bogie, Editor, The American Banker; Willoughby F. Brazeau, President, American Steel Export Co.; James Smith Bush, President, Northwest International Bank; Howard L. Clark, President, American Express Corp.; Emilio G. Collado, Vice President, Standard Oil Co. (New Jersey);

Basil G. Dandison, Senior Vice President, McGraw-Hill Publishing Co., Inc.; James P. Delafield, Vice President, General Foods Corp.; George B. Doughman, Manager, Export Department Producer Goods, International General Electric Co.; Percy L. Douglas, President, Otis Elevator Co.; Carl G. Drescher, President, Sinclair International Co.; Edward L. Dreyer, President, Adamas Carbide Corp.; George T. Dudman, President, Allen V. Smith, Inc.; Brian J. Dunn, President, Picker International Corp.;

James A. Farrell, Jr., President, Farrell Lines, Inc.; Luke E. Fitchthorn, Assistant to the President, American Home Products Corp.; Shelton Fisher, President, Publications Division McGraw-Hill Publishing Co.; Emerson Foote, President, McCann-Erickson Corp. International; John M. Franklin, Chairman of the Board, United States Lines Co.; Carmine J. Grossi, Vice President, Combustion Engineering International; Carlton A. Hohloch, Vice President, Smith, Kirkpatrick & Co., Inc.; Alexander F. Jones, Executive Editor, Syracuse Herald-Journal;

Richard W. Kixmiller, Executive Vice President, Celanese Corporation of America; Kenneth Klipstein, President American Cyanamid Co.; William E. Knox, Chairman, Westinghouse Electric International Corp.; Felix E. Larkin, Executive Vice President, W. R. Grace & Co.; Albrecht M. Lederer, President, A. M. Lederer & Co.; Milton Levenson, President, Miles Metal Corp.; John W. Lienhard, President International Telephone & Telegraph Export Corp; William J. Marshall, President, Bourbon Institute;

F. H. V. Mecklenburg, Chairman of the Board, H. E. Botzow, Inc.; Gerald L. Phillippe, President, General Electric Co.; John S. Routh, Sr., Chairman of the Board, Routh Coal Export Corp.; Stephen J. Rundt, President, S. J. Rundt & Associates; David Sarnoff, Chairman of the Board, Radio Corporation of America; Francis X. Scafuro, Vice President, Bank of America International; Sidney H. Scheuer, President, Scheuer & Co.; Henry G. Sheehy, President, Foreign Credit Insurance Association; Hans Stauffer, President, Stauffer Chemical Co.;

Walter E. Buchenhorner, Vice President, Sulphur Export Co.; F. R. Ellenberger, Vice President, Group Executive, International Operations, Worthington Corp.; Arthur D. Fatt, Jr., Chairman of the Board, Grey Advertising, Inc. Michel Friborg, President, Continental Grain Co.; Harold L. Graham, Senior Vice President, Pan American World Airways; Ernest Graupner, President, Sulphur, Export Co.;

H. E. Lorenz, President, Potash Export Asosciation, Inc.; Admiral W. J. McNeil, President, Grace Lines, Inc.; David S. Meikleiohn, Financial Vice President, American Machine and Foundry; Daniel Nelson, Assistant Director, Research Department, International Ladies' Garment Workers; Walter R. Olmstead, Executive Vice President, Borden Co.; Israel Oseas; Thomas J. Watson, Jr., Chairman of the Board, IBM Corp.;

Arie Vernes, President, Philips Electronics & Pharmaceuticals Industries Corp.; F. Perry Wilson, Vice President, Union Carbide Corporation International; Admiral John W. Will, Chairman of the Board and President, American Export Lines; Robert T. Stevens, Chairman of the Board and President, J. P. Stevens and Company, Inc.; Harry Thompson, International Editions Director, Newsweek, Inc.; Everett B. Horgan, President, Raleigh Coal & Oil Corp.

Philadelphia Council area

William H. Lukens, Consultant, R. H. Hollingshead Corp.; Thomas C. Ballagh, President, Ballagh & Thrall, Inc.; William Bellano, President, Glen Alden Coal Co.; J. W. Crosby, President, Thiokol Chemical Co.; Don C. Hallan, General Manager, International Division, McCormick & Co., Inc.; Ossian MacKensie, Dean, Business Administration, Pennsylvania State University; Charles P. McCormick, Chairman of the Board, McCormick & Co., Inc.; Sidney H. Schreter, President, A. Schreter & Sons;

David Atkinson, Director, Corporate Planning, Thiokol Chemical Co.; Stewart S. Cort, President, Bethlehem Steel Co.; David H. Dawson, Vice President, E. I. DuPont de Nemours & Co.; Nelson Leidner, Executive Vice President, Rosenau Brothers, Inc.; William E. Mullestein, Vice President and General Manager, Lukens Steel Co.; George F. Sullivan, Editor, International Publications, Chilton Co.

Phoenix Council area

J. B. Edens, President, Southwest Forest Industries, Inc.; John H. Maffeo, District Manager, Eutectic Welding Allovs Co.; Carl A. Sauer, President, American Institute for Foreign Trade.

Pittsburgh Council area

Fred C. Foy, Chairman of the Board, Koppers Co., Inc.; William Boyd, Jr., Vice President/International, Pittsburgh National Bank; E. D. Brockett, President, Gulf Oil Corp.; Thomas M. Evans, Chairman of the Board, H. K. Porter Co., Inc.; John D. Harper, President, Aluminum Company of America;

David J. McDonald, President, United Steel Workers of America; W. Cordes Synder, Jr., Chairman of the Board, Blaw-Knox Co.; John M. Mitchell, Executive Vice President, Aluminum Company of America; Walter Phelps, Vice President, Mellon National Bank & Trust Co.

Portland Council area

Robert F. Dwver, Vice President and Director, Dwver Lumber & Plywood Co.; William R. Wells, Jr., Vice President, First National Bank of Oregon; J. B. Bonny, President, Morrison Knudsen Co., Inc.; Thomas Kerr, President, Kerr Grain Corp.; Robert B. Pamphlin, President, Georgia-Pacific Corp.

Reno Council area

Robert C. Weems, Jr., Dean, College of Business Administration, University of Nevada.

Richmond Council area

Charles M. Eckman, President, Virginia Metalcrafters, Inc.; William R. Malloy, Secretary and Treasurer, Lynchburg Rendering

Co.; Stuart T. Saunders, President, Norfolk & Western Railway Co.

St. Louis Council area

Hector R. Dominguez, Vice President, First National Bank of St. Louis; Walton C. Marsh, President, Marsh Stencil Machine Co.; Joseph G. Roldan, President, Roldan Products Corp.; J. Spitzer, President, Ritepoint Pen & Pencil Co.; Charles Allen Thomas, Chairman of the Board, Monsanto Chemical Co.

Salt Lake City Council area

Clyde N. Randall, Dean, College of Business Administration, University of Utah.

San Francisco Council area

Adolph Schuman, Chairman, World Trade Center Authority; William A. Muriale, Vice President, International Relations, Bank of America; Jefferson A. Beaver, Executive Vice President and Director, Trans-Bay Federal Savings and Loan Association; A. Wayne Elwood, Senior Vice President, FMC Corp.; P. H. Fish, Director, International Operations, California Packing Corp.; Claude L. Ganz, Vice President, Dymo Industries, Inc.; Edward L. Gintzon, Chairman of the Board, Varian Associates; James M. Hait, President, FMC Corp.; George Killion, President, American President Lines, Ltd.; William E. Roberts, President, Ampex Corp.; Konrad W. Schoebel, President, Precision Instrument Co.; H. Myrl Stearns, President, Varian Associates; C. Lee Emerson, Vice President, Kaiser Steel Co.; G. J. Ticoulat, President, Crown Zellerbach Corp. International.

San Juan Council area

Carlos J. Lastra, Secretary of Commerce, Department of Commerce, Santurce.

Savannah Council area

J. E. Cay, Jr., President, Palmer & Cay, Inc.; William S. Hopkins, Jr., President, National Rosin Oil Products; Hobart Manley, President, Reynolds-Manley Lumber Co.

Seattle Council area

Nick Bez, President, Peter Pan Seafoods, Inc.

Washington, D.C.

Frank M. Cruger, Chairman of the Board, National Small Business Association; John A. Gosnell, Executive Secretary, National Small Business Association; George Meany, President, AFL-CIO; Rudolph Faupl, International Representative, International Association of Machinists; J. B. Hutson, President, Tobacco Associates, Inc. L. A. Jennings, Chairman of the Board, Riggs National Bank of Washington; Clarence D. Palmby, Executive Vice President, U. S. Feed Grains Council.

Joseph O. Parker, Chairman, International Trade Development Committee; Charles A. Richards; Herbert W. Robinson, President, C.E.I.R., Inc.; Fred Burrows, Executive Vice President, International Apple Growers Association; Kenneth Clark, Executive Vice President, Motion Picture Association of America, Inc.; Robert W. Coyne, President, Distilled Spirits Institute, Inc.; Joseph D. Keenan, International Secretary, International Brotherhood of Electrical Workers; Harry C. Moore, President, Beloit Corp.; W. A. Boyle, President, United Mine Workers; J. Belton Warren, Director, Area 1, Glass Bottle Blowers Association.

One big week fades, another takes over

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

The plane had taxied onto the apron of Washington's international airport and the Secretary of Commerce, with travel-weary eyes, had arrived home from Yugoslavia, Poland and other centers not customarily considered zingy markets for U.S. products.

A few hours later, Luther Hodges was at dinner listening to Robert Dwyer of Seattle, an international golf authority and only incidentally a lumber tycoon, describe what, perhaps, could be a true account of the only 18-hole course in Russia.

This was the night before the U.S. Marine Band orchestra would swing out with "Hail to the Chief" and President Kennedy, in conservative grey-and-striped necktie, would develop a national export drive of impatient impact.

At another table Ralph Binney, vice-president of the First National Bank of Boston and in charge of international operations—toney glass frames rounding out an image of a man who knows a good restaurant—was describing a new, month-old, export service. Harold Linder, chairman of the Export-Import Bank, sat beside him.

"We almost act as a company's export department," Binney stated with radiance. "We do everything but get the order and we will even help with that. We handle shipments for $80 or $80 million, collect, arrange the papers and pay the manufacturer right now. Harold Linder, here, insures the political risk, but this is between the banks and no trouble to our client."

Binney is a rotund, sober-minded banker, with one exception. He has the imagination of Flash Gordon and circles the world with the same ease.

"Bring the order into us," he said ardently. "We charge 1¼ to 2¼%, but we check credit, are responsible for collecting and permit the U.S. producer to sell on open account."

Neither governments nor the banks of any other country offer services available at Boston's First.

"Already we are handling textiles, leather, plastics, toys, hardware, small machinery and electronic items. These companies do not need an export credit department. They have complete protection. We even do the accounts receivable bookkeeping. From the moment the merchandise is shipped the manufacturer is finished except to receive our check. His customer pays us."

We inquired how the First National checked credit, most countries lacking a Dun & Bradstreet service. There was only a trace of haughtiness. "We know a lot of people around the world," he grinned, "and the ones we do not know our correspondent-banks know."

Binney calls the new division "factoring," a colorless word too drab for an exciting program. But just in case the girls in the bridge club might ask, factoring, we found out, means handling unsecured paper.

Boston's First National bank has been factoring imports for years with the perseverance of Valley Forge troops, some of whom, incidentally, were depositors. The bank is the oldest in the Nation and its history runs back to 1784.

There is a lot of export talk wherever Ralph Binney sits. He promotes with style.

Later the Secretary walked into the night to go home. He left like a man looking forward to the next few days. It shaped up into quite a week.

Name 33 REEC Chairmen for 1 year term

Secretary Hodges announces Regional Export Expansion Chairmen to serve to next June

Chairmen of 33 Regional Export Expansion Councils for the coming year have been announced by Secretary of Commerce Luther H. Hodges. They are to serve until June 1, 1964. Still other chairmen are yet to be selected.

The present chairmen, by Field Office area and firm, are:

Albuquerque: Howard C. Eberline, president, Eberline Instrument Corporation, Santa Fe, N.M.

Atlanta: Thomas S. Morgan, president, Thomas S. Morgan Company, Atlanta, Ga.

Birmingham: L. F. Jeffers, president, Hayes International Corp., Birmingham, Alabama.

Boston: Ralph M. Binney, vice president, International Division, First National Bank of Boston, Boston, Mass.

Buffalo: Charles Rumrill, president, Rumrill Co., Inc., Rochester, N.Y.

Charleston: James A. Morris, dean, School of Business Administration, University of South Carolina, Columbia, S.C.

Cheyenne: Robert W. Adams, Western Nuclear, Inc., Denver, Colo.

Chicago: John H. Barr, president, Barr Development Corp., Champaign, Ill.

Cincinnati: E. R. Mitchell, Cincinnati, Ohio.

Cleveland: R. A. Steudel, Sherwin-Williams Co., Cleveland, Ohio.

Dallas: Albert L. Long, Sr., Republic National Bank of Dallas, Dallas, Tex.

Denver: Russell J. Cameron, president, Cameron & Jones, Inc., Denver, Colo.

Detroit: John W. Kinsey, manager of International Division of Micromatic Hone Corp., Detroit, Mich.

Greensboro: H. Banks Newman, Winston-Salem, N.C.

Hartford: Hans H. Bohlman, Seamless Rubber Co., New Haven, Conn.

Houston: George W. Ebanks, vice president, International Banking Department, National Bank of Commerce, Houston, Tex.

Jacksonville: Henry N. Folk, Jr., Pensacola Port Authority, Pensacola, Fla.

Los Angeles: Robert R. Dockson, dean, School of Business Administration, University of Southern California, Los Angeles, Calif.

Memphis: Allen Morgan, president, First National Bank, Memphis, Tenn.

Miami: Joel C. Wilcox, director, Port of Palm Beach, West Palm Beach, Fla.

Milwaukee: Richard D. Cudahy, president, Patrick Cudahy Packing Company, Cudahy, Wis.

Minneapolis: John E. Carroll, president, American Hoist & Derrick Co., St. Paul, Minn.

New Orleans: Harry X. Kelly, director of customer relations, Delta Shipping Co., Inc., New Orleans, La.

New York: Kenneth M. Spang, vice president, First National City Bank, New York, N.Y.

Philadelphia: William H. Lukens, consultant, R. H. Hollingshead Corp., Camden, N.J.

Phoenix: John H. Maffeo, district manager, Eutectic Welding Alloy Co., Phoenix, Ariz.

Pittsburgh: Harry E. Redenbaugh, president, MSA International Co., Inc., Pittsburgh, Pa.

Portland: William R. Wells, Jr., vice president, First National Bank of Oregon, Portland, Oreg.

Reno: Dr. R. C. Weems, Jr., University of Nevada, University Station, Reno.

Richmond: Charles M. Eckman, president, Virginia Metalcrafters, Incorporated, Waynesboro, Va.

Salt Lake City: Clyde N. Randall, dean, College of Business, University of Utah, Salt Lake City, Utah.

Savannah: John E. Cay, Jr., President, Palmer & Cay, Inc., Savannah, Ga.

Seattle: Nick Bez, president, Peter Pan Seafoods, Inc., Seattle, Wash.

Air conditioner export total up 7% in 1963

A substantial increase in shipments of self-contained room air conditioners of less than 2-ton capacity sparked U.S. exports of air conditioning and refrigeration equipment totaling $82.7 million in the first half of 1963, a 7 per cent increase over the first-half 1962 level of $77.2 million, the Business and Defense Services Administration reports.

A compilation of Census Bureau preliminary statistics by the General Industrial Equipment and Components Division shows that this type of air conditioner was responsible for more than one-fourth of all exports, shipments of $19.7 million topping the comparable 1962 figure by $4.1 million.

Other air conditioners, coolers and replacement parts also showed export increases over 1962.

The 7 per cent gain in the first half of this year, compared with a 4.7 per cent gain for the calendar year 1962 over 1961. Exports for 1962 were $142.2 million.

'Little White House Conferences' convening from coast to coast

Ideas brought forth at the September 17-18 White House Conference on Export Expansion are being further explored at "little" White House conferences in all parts of the Nation.

Regional Export Expansion Council chairmen, returning from the 2-day Washington meeting, are presenting the findings and recommendations of the national conference to local and regional groups, who will carry the ball from there. Business leaders in each community can proceed from such briefings to the task of turning recommendations into actual policies and programs, in cooperation with interested Government agencies. A partial schedule of the follow-up conferences follows:

Atlanta, Ga., Sept. 26; **Cheyenne, Wyo.,** Oct. 11; **Chicago, Ill.,** Oct. 27; **Cincinnati, O.,** Sept. 25; **Cleveland, O.,** Sept. 25; **Dallas, Tex.,** Sept. 26; and **Hartford, Conn.,** Sept. 24.

Also, **Houston, Tex.,** Sept. 27; **Jacksonville, Fla.,** Oct. 3; **Kansas City, Mo.,** Oct. 3; **Los Angeles, Calif.,** Sept. 26; **Marion, Ill.,** Sept. 23; **Minneapolis, Minn.,** Oct. 3; **New Orleans, La.,** Sept. 25; **New York, N.Y.,** Oct. 8, and **Philadelphia, Pa.,** Sept. 26.

Also, **Pittsburgh, Pa.,** Sept. 24; **Quincy, Ill.,** Oct. 18; **Reno, Nev.,** Sept. 27; **Richmond, Va.,** Oct. 17; **St. Louis, Mo.,** Sept. 26; **San Francisco, Calif.,** Sept. 26; **Savannah, Ga.,** Sept. 25; and **Seattle, Wash.,** Sept. 24.

U.S. Trade Center to be opened in hub of Italy's commercial and transportation activities

Now under construction in Milan; Hodges calls program 'concrete evidence' of determination to increase exports

A new U.S. Trade Center will be opened next January in Milan, Italy.

The Center, now under construction in the agricultural pavilion of the Milan Fair grounds, will be a permanent showroom where U.S. businessmen may sell their goods and meet with potential buyers, agents and distributors.

Secretary of Commerce Luther H. Hodges said Milan was selected because it is the hub of Italy's financial, commercial and transportation activities.

Hodges also praised the U.S. Trade Center program, calling it "the most concrete evidence of our determination to make a sustained export expansion effort."

Further information about U.S. Trade Centers is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

Sergio Fenoaltea, Italian Ambassador to the United States, welcomed the Trade Center as a "facility where Italian businessmen may gain first-hand knowledge of the newest in American technology. To have a U.S. Center in Milan will make a sizeable contribution to the commercial facilities already there," he said.

The Ambassador pointed out that the U.S. leads the countries of the world in exports to Italy, with the exception of West Germany. He said he expected Italians, who bought $750 million worth of U.S. products last year, to buy even more because of the Center.

Fifth by U.S.

The Center will be the fifth established by the U.S. Others are in London, Frankfurt, Bangkok and Tokyo. Each Center holds about eight shows of related products each year.

Companies which participate in the shows receive market research reports, the services of a professional exhibits manager and U.S. commercial officers, as well as a strong promotional campaign for their products.

The London Center opened in 1961, followed by the ones in Bangkok and Frankfurt in 1962 and by the one in Tokyo earlier this year. U.S. businessmen using the four centers have made immediate sales of more than $9.6 million.

Over 325 companies new to exporting have successfully entered the international trade field via the centers. A total of 247 agency arrangements have resulted through Center participation.

For additional information about the Center in Milan, plus a survey on the advanced automotive service equipment market in Italy, see INTERNATIONAL COMMERCE, July 29, 1963, p. 12.

Sales at Spanish exhibition total more than $670,000

Sales at the recent Samples Fair at El Ferrol del Caudillo, Spain, reportedly exceeded $670,000. An estimated 150,000 persons visited the show.

Direct participation at the July 10-30 event was limited to Spanish firms, but in most instances they presented both domestic and foreign products, including those from the U.S.

Main products exhibited included: farm products and machinery and equipment; food and beverage industry equipment; household appliances; electrical machinery and equipment; textiles and textile machinery; and construction machinery.

The next fair is scheduled for July 1964. Exact dates will be announced later.

60,000 in 3 days see Zagreb fair despite hard rain

U.S. represented by Hodges at 'America Day' ceremony

Torrential rainstorms failed to dampen enthusiasm at the Zagreb, Yugoslavia, International Trade Fair. Over 60,000 persons attended the event during the first 3 days.

The fair opened on Sept. 7 and was scheduled to close Sept. 22. The U.S. presented an exhibition—with "Highways USA" as the theme—for the 8th consecutive year.

Secretary of Commerce Luther H. Hodges represented the U.S. on opening day and was host to 300 guests at America Day ceremonies Sept. 8. He stressed the importance of highways in America's progress and expressed the conviction that the U.S. highway development story would greatly interest the Yugoslav people.

Over 7,800 persons visit U.S. pavilion at St. Erik opener

First day sets promising tone for sales at Stockholm event

Over 7,800 persons passed through the brightly decorated U.S. pavilion on opening day at the St. Erik's Fair in Stockholm, Sweden.

The Fair opened on Aug. 28. Eugene M. Braderman, Deputy Assistant Secretary for International Commerce, Department of Commerce, made a welcoming speech at the U.S. pavilion.

The first day seemed to be setting a promising tone for sales. The characteristically strong sales appeal of the pavilion apparently resulted in several firm orders on opening day with prospects for excellent results, according to Robert G. Wilson, president of Barbecue King, manu-

facturers of restaurant barbecue equipment.

Exhibitors praise fair

Wilson, who has participated in several previous U.S. exhibitions abroad, flatly said he feels this exhibition will be his most successful yet.

Other exhibitors also spoke favorably of the event:

John M. Faiella, international representative of Filler Products, Inc., said the interest shown on opening day was most encouraging with businessmen from Denmark and the Netherlands seeking the representation for Filler Products in their countries. Another surprising result, Faiella said, was the interest shown in a line of products not carried by his firm's Swedish agent. This stimulated him to order the line, he said.

Lennart Hahr, general sales manager for Vendo, who staged an extensive exhibit of automatic vending equipment, indicated he had received an impression of very strong interest, with several large prospects for sales.

Greeted warmly

The warmth and informality of the initial welcome to Sweden of Vice President Lyndon B. Johnson continued to characterize his tour of the U.S. and Finnish exhibits at the St. Erik's Fair.

Welcomed to the fair by Sweden Minister of Commerce Gunnar Lange, the Vice President was greeted by large and enthusiastic crowds. He toured the 23 exhibits in the U.S. pavilion.

At a brief ceremony held outside the U.S. pavilion, Minister Lange strongly endorsed the Trade Expansion Act. "The bold American initiative—the Trade Expansion Act—which is much welcomed by my country, will no doubt contribute to our common goal of freeing and expanding world trade," he said.

Vice President Johnson responded by pointing out that Sweden and the U.S. try "to raise still higher the standards of living for all our citizens." He said, "Trade must be the instrument of our greater unity . . . We are working—and shall continue to work—to unlock the doors for freer trade in the free world."

Laundry and dry cleaning plant owners to exhibit latest equipment, supplies in Dallas Memorial Auditorium Nov. 14

Large foreign turnout expected for 3½ day comprehensive exhibit; more than 100 U.S. firms to take part in LACATEC show

Latin America laundry and dry cleaning plant owners and operators are expected November 14-17 in Dallas, Texas for the exhibit of the latest equipment, supplies and services used in all 9 divisions of the textile service industry.

Sponsors of the annual exhibit, featuring educational and technical displays by more than 100 U.S. firms, are the Laundry and Cleaners Allied Trade Exhibit Corporation, Newark. Known in the industry as LACATEC, the sponsors predict an even larger foreign attendance in Dallas than last December's successful Miami exhibit.

Excellent representation

Exhibit Manager, Townsend Scudder, Jr., credited the assistance received from the U.S. Department of Commerce, which distributed material on the exhibit to Foreign Service posts in Central and South America last year, with aiding in obtaining excellent representation of foreign buyers at the show.

Substantial sales

In 1962, 2,739 U.S. and foreign plant-owners, operators and allied tradesmen attended the 3½ day event. Many exhibitors reported making substantial sales at their booths. Actual attendance figures list 1,267 representatives from 688 plants, and 1,472 allied tradesmen visiting the displays. And despite the Cuban crisis 71 visitors representing 47 firms came from 14 Latin American countries, Canada and The Netherlands.

Venezuela sent the largest delegation consisting of 14, followed by 12 from Peru, 8 from Puerto Rico, 6 from Jamaica and 5 from the Bahamas. Other countries participating included Bolivia, Colombia, Brazil, Mexico, Ecuador, El Salvador, Nicaragua and Chile.

The Dallas laundry and dry cleaning show will display equipment ranging from presses and combination washer-extractors to conveyors. The exhibit hall, located in the Memorial Auditorium, will also show identification systems, spotting equipment, coin changers, boilers, coin-operated drycleaning units, and such key equipment as shirt units and garment presses operating from live steam.

There will be tumblers, vending equipment, water reclaiming and conditioning systems, fur cleaning supplies, storage vaults, sewing machines and numerous other products and supply items.

Latin American visitors are being invited to ask questions and get answers from engineers and production specialists skilled in handling tough operating problems.

Information on the exhibit is being distributed extensively throughout South and Central America and the Caribbean through U.S. Foreign Service posts, shipping firms and airlines.

For further information, write LACATEC, 1180 Raymond Boulevard, Newark, N.J.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C., 20230.

International boat show set in nation's capital

The Washington, D.C., International Boat and Sport Show will be held in the nation's capital Feb. 15-23, 1964.

The show's international theme will be emphasized by exhibits of craft from Europe, Scandinavia, Asia, Canada and the British Isles.

Additional information is available from the Show office at 1411 K St., N.W., Suite 802, Washington, D.C.

Five companies win 'E' award for helping increase exports; honored in four ceremonies

Agricultural products, textile and printing machinery sold abroad; firms use various methods in sales effort

The President's "E" award has been presented to the following companies for their role in helping the U.S. increase its export sales:

➽ The Fisher Flouring Mills Co., Seattle—for promoting U.S. wheat in the processing of flour in the Philippines and Latin America.

➽ The Printing Machinery Co., Cincinnati—for successfully making an effort to enlarge its overseas volume of graphic arts machinery, appliances and equipment.

➽ Didde-Glaser, Inc., Emporia, Kansas—for introducing in 22 countries its automatic sheet fed collator, the only one in the world that will gather and glue carbon interleaved forms.

➽ The West Point Foundry & Machine Co., West Point, Ga.—for successfully exporting its textile machinery, components and parts in 27 countries.

➽ Weinberg Brothers & Co., Chicago—for contributing to an increase in the export of U.S. poultry products.

Presentation of the five awards brings to 339 the number of "E" awards made since the program was begun almost two years ago.

Televised ceremony

John L. Locke, president of Fisher Flouring Mills, accepted the award Aug. 22 during a special television ceremony at the Seattle plant. Several distinguished visitors attended. About 300 company employees also were present.

Frank LeRoux, General Sales Manager of the Department of Agriculture, presented the Award and commended Fisher employees and executives for outstanding success in expanding overseas sales of U.S. wheat.

The certificate, signed by Secretary of Agriculture Orville L. Freeman and Secretary of Commerce Luther H. Hodges, said, "Through its promotion of custom blended U.S. wheat in the processing of flour by firms in the Philippines and Latin America, the Fisher Flouring Mills Company has played an important part in retaining and expanding these dollar markets for U.S. wheat."

Small but successful

Dr. Robert R. Dockson, chairman of the Los Angeles Regional Export Expansion Council, presented the "E" award to the Printing Machinery Co. of Cincinnati. The ceremony was held Sept. 9 during the Printing Industry Association's annual convention at the Ambassador Hotel in Los Angeles.

The firm has less than 100 employees but has been very successful over the last few years in increasing overseas business. The company has exhibited at numerous printing machinery fairs abroad—especially in France, Germany, England, Switzerland and Italy.

The company uses a variety of methods in its overseas marketing efforts. It personally assists its distributors by working with them. It maintains a current mailing list of overseas individuals in the graphic arts industry and continually sends them technical information that becomes available in that industry. It has modified and adapted the Sterling Toggle Hook and Base System to correspond with the Didot Point System (used in most non-English-speaking countries for measurements) instead of the U.S. point system.

Born in 1954

Didde-Glaser, Inc., of Emporia, Kansas, also received its award Sept. 9 from Dr. Dockson at the printing convention in Los Angeles.

The company was incorporated in June 1954 and made its first export transaction a year later. Since then it has consistently expanded its export sales of printing and collating equipment and now sells in 22 countries. The firm is represented by 15 foreign dealers and is currently negotiating for additional dealers and trying to expand its program into Latin America.

The firm has participated in a number of printing shows in Europe and also at international trade fairs in Poznan, Poland; Zagreb, Yugoslavia; Berlin, Germany; Buenos Aires, Argentina.

To carry out its policy of increasing exports, Diddle-Glaser furnishes art work, pictures and cuts to its representatives in the various countries. This enables them to easily reproduce the advertising material in the language of those countries. The firm also furnishes interpreters, when necessary, to provide proper communication between the personnel of the company, dealer representatives and prospective customers.

Durable products

The West Point Foundry & Machine Co. received its award Sept. 10 at a ceremony in the Batson Cook Co. (its parent firm) headquarters in West Point.

Thomas S. Morgan, Chairman of the Atlanta Regional Export Expansion Council, presented the award to the following company officials: John Davis, president; O. P. Roberts, vice president and general manager; and R. L. Mundhenk, vice president in charge of sales.

The company received the award "by demonstrating the superiority and durability of its products of a basis for an effective sales campaign" carried out in 27 countries.

Cultivates foreign clientele

Weinberg Brothers & Co. received its award at Sept. 12 at the firm's office in Chicago from Clifford Huntington of the Foreign Agricultural Service, Department of Agriculture, and from Anthony Buchar, director of the Department of Commerce's Chicago Field Office.

Michael Weinberg Jr. accepted the citation which said that the firm "has contributed to an increase in the export of U.S. poultry products to world markets by intensive cultivation of foreign clientele through systematic personal visits, active trade association contacts, weekly price releases, and prompt servicing of customers and agents."

"E" awards are made under a program announced by President Kennedy in December 1961 to encourage expansion of U.S. exports in an effort to improve the balance of payments situation. Recipients are authorized to fly a blue and white "E" banner over their plants and offices, display their certificates of commendation, issue "E" lapel pins to employees, and refer to the Award in advertising.

SHERWIN-WILLIAMS EUROPE

The Sherwin-Williams Company of Cleveland, Ohio, has formed a Belgian corporation, Sherwin-Williams (Europe) S.A., with headquarters in Antwerp. This new company will initially operate as a warehousing and distribution center servicing customers throughout Europe.

Tourists eager to see U.S. factories; Texas plant's seminar program cited

National Cash Register Company has briefed more than 6,000 international businessmen on American selling methods since 1957

Visits to industrial plants and attendance at seminars and workshop sessions where American "know-how" is demonstrated are becoming popular items with overseas visitors to the U.S.

"Most groups who come to the U.S. tour at least one industrial plant during the course of their stay," said Voit Gilmore, Director of the U.S. Travel Service. "The overseas visitor has heard so much about our assembly lines and our merchandising techniques that he is very anxious to see them in action."

Mr. Gilmore noted that industry was cooperating and that many firms welcome visits by overseas visitors and even provide translators. "The Travel Service booklet listing available plant tours is one of our most popular booklets overseas."

He cited the National Cash Register's International Seminar in Modern Merchandising Methods in McAllen, Texas, as an example of what industry is doing to accommodate overseas visitors.

Seminars during the past year have attracted some 750 delegates from Australia, Argentina, Ecuador, Guatemala, Panama, Mexico, England, the Netherlands, Norway, Sweden, West Germany, Switzerland, New Zealand, South Africa, Monaco and Japan.

Study super markets

The meetings, devoted to a study of American super markets and selling techniques, were so successful that similar sessions have been scheduled for this fall. After the lectures, the guests tour the local community, visiting large super markets and self-service stores.

The sessions are conducted in English with simultaneous translations of the lectures given in a variety of other languages including French, Spanish, German, Swedish, and Japanese. Delegates listen to the translations on earphones in much the same way as at the United Nations.

Since 1957 National Cash Register has helped to familiarize more than 6,000 international businessmen with American selling methods.

The meetings are open to operators of super markets, managers of self-service stores, food stores, food producers, manufacturers of food and store equipment, business writers and reporters, architects, real estate firms and builders and business students and professors.

USTS has given widespread publicity to the McAllen story through its nine overseas offices, using it in the promotion of the U.S. as a country ideally suited to combination business and pleasure travelers. In the first months of 1963, 70,169 business travelers visited the USA from abroad.

SHOP TALK: Time for a quiet chat was hard to come by at the White House Conference on Export Expansion, but Neil C. Hurley, Jr. (left) and Secretary of Agriculture Orville L. Freeman managed some conversation at the opening general session. Mr. Hurley came fresh from a Conference-eve address.

Hurley advocates definite policies for export drive

Says country has adopted international business outlook

Declaring that flag-waving, patriotic speeches can no longer be depended upon to increase exports, Neil C. Hurley, Jr., Chairman of the National Export Expansion Council of the Department of Commerce and Chairman of the Board and President of the Thor Power Tool Co. of Aurora, Ill., urged that hard definitive policies be established to keep the U.S. in international contention.

Mr. Hurley spoke at a Shoreham Hotel meeting that included all members of the National Export Expansion Council and chairman of regional councils from 39 states. His talk was delivered on the eve of the White House Conference on Export Expansion.

"This country has reached the point," he said, "where we have turned the corner from a domestic to an international outlook in business. This has happened in the past 2 years. The 1960s will be recorded as the period when business took that extra step across our borders to enter foreign trade."

American business is keeping pace with Government in international outlook, but it needs encouragement, Mr. Hurley said. "It needs support from governors, as Otto Kerner of Illinois is aiding his state to bring foreign orders home. We need our own trade fairs abroad; possibly we need tax incentives."

CUT RATE: Brussels department store proudly advertises some of the "sensational" bargains which are becoming available to Common Market consumers as economic integration begins to make its benefits felt.

EEC consumer sales rising; internal trade pace quickens

Economic integration expected to open up new markets for firms inside and outside the EEC; many internal trade barriers remain

By FERNAND LAVALLEE
Bureau of International Commerce

One of the most important results of the gradual integration of the economies of the 6 member states of the EEC has been the large increase in consumer demand. This increase is expected to continue and should open up new markets in the EEC for firms both inside and outside the Common Market.

However, the possibilities for outsiders depend to a large extent on the maintenance and expansion of liberal EEC trade policies. If such policies prevail, U.S. firms may find an indication of their potential markets in the EEC by taking a closer look at the effect of gradual integration on the intra-EEC consumer goods trade.

The recently published Sixth General Report of the EEC touches on the developing customs union's impact on EEC consumers. Some impact may be expected to flow from the fact that intra-EEC trade has increased remarkably since the inception of the Common Market and from other changes such as new methods of distribution.

While noting that consumers have already experienced some benefits from the development of the Common Market, more intensive economic integration will have to take place before the EEC consumer enjoys the full benefits of the Common Market.

Duties down 60%

On July 1, 1963, internal national duty rates in the EEC were reduced another 10%, bringing total reductions to 60% and allowing trade among EEC member countries to take place with one formidable trade barrier greatly reduced. To what extent these reduced duties and other aspects of developing EEC economic integration have benefited the consumer in member countries is hard to determine. However, some effects are discernible and the Sixth General Report for the first time devotes several pages to the EEC's impact on consumers in member countries.

Since the start of the Common Market, or from 1958 through 1962, trade among the 6 Community countries increased by almost 100%. In 1958, the EEC countries' imports from each other totaled $6.79 billion; in 1962 this total reached $13.4 billion.

This increase in trade was not evenly distributed among member countries. Since French and Italian national tariffs in 1958 were generally higher than those of their 4 partners, the subsequent equal percentage internal duty reductions were greater in absolute terms in these 2 countries, and they experienced the largest relative increase in imports from other member countries. In the Benelux countries and Germany, where national tariffs were lower at the outset, and where internal duty reductions were less incisive, the total trade increase has been smaller in relative terms but by no means insignificant.

Between 1958 and 1961, intra-Community imports for domestic consumption were up 130% in France, 80 to 90% in Germany and the Netherlands, 60% in Italy and 25% in Belgium. For the Community as a whole, there has been a 73% increase in the household goods trade. These figures would seem to indicate that EEC consumers now have a much wider range of goods from which to choose. Purchases of all consumer goods from other EEC countries, however, as a percentage of total 1961 consumption stood at 5-6% in France, 10-20% in the Benelux countries, 8-9% in Germany, and only 3-4% in Italy.

Sales still modest

Thus, purchases by consumers in one Common Market country of goods produced in another member country are still rather modest. The effects of the developing customs union are felt most strongly in the consumer durables sector and particularly in the field of electrical appliances, radios and television sets. Prices are now lower because of the increased competition among pro-

VALUE OF INTRA-COMMUNITY TRADE

(Millions of dollars)

	1958	*1962*	*Increase*
Transport equipment and materials	1,500	3,560	137%
Other manufactured goods	2,440	4,820	98%
Chemicals	480	920	91%
Raw materials	620	1,100	78%
Food products	900	1,600	78%

ducers of these items in all member countries, and because of better methods of production.

Italians and French now buy more of each others cars since EEC quota restrictions have been reduced or eliminated. Likewise, more Belgians are now riding in German and French vehicles and fewer are buying autos from non-EEC countries.

Increased competition has resulted in price reductions for automobiles in Italy and Belgium, while in the other EEC countries new models have been incorporating technical advances without price increases. In general, changes in the EEC automobile industry have been felt least by German and Dutch consumers.

The foregoing table indicates the growth of intra-EEC trade as a whole, including both producers and consumer goods.

Although trade in food products and raw materials have shown the smallest increase, a number of products have found wider markets throughout the Community. The French are now buying more Italian and Dutch vegetables. The Germans are enjoying more French and Italian wines, as well as more butter, cheese, and chocolate from other member states. Belgian exports of carpets and furniture to France have increased, as have German exports of cameras and plastic goods. Italy now sells more clothes, shoes and jewelry to Germany, Holland, and Belgium.

Marketing changes

The marketing of these products is also undergoing changes with increased numbers of self-service supermarkets in all EEC countries. Germany has around 450 supermarkets, 75% of which were opened since 1960. Most are owned by grocery chains and cooperatives and for the most part are located in the North Rhine/Westphalia region which has 46% of all German supermarkets but only 28% of the total German population. Bavaria is next with 12% of all supermarkets, followed by Baden/Wurttemberg with 10%. By 1965, some estimates say, there should be about 1,000 supermarket-type operations in Germany.

Italy, with some 30 supermarkets, trails the rest of the Common Market countries; but since Italian economic growth in many areas has been phenomenal, the number of supermarkets there will probably increase rapidly.

Belgium has about 45 supermarkets now and the Netherlands has over 160.

While the average height of national tariff barriers has been greatly reduced for intra-EEC trade, there are still many non-tariff barriers which hinder the rapid expansion of internal trade. These include differing administrative, fiscal, and monetary regulations of member countries.

Tax inequalities

Two recent surveys reveal that businessmen in Belgium and Luxembourg feel that normal competition among EEC member countries is affected by inequalities deriving from the 6 differing national tax systems. Exporters in a member country with a predominantly direct-tax system do not benefit from some of the export refunds available in predominantly indirect-tax countries. Other trade restrictions exist, such as the Belgian requirement that only Belgian liquor can be sold in the nationalized Belgian railway stations and at Belgian military installations. Similar practices are found in Germany where only German lumber companies can supply railway ties to the Deutsche Bundesbahn.

Still, if the French are buying more Italian refrigerators and the Belgians are buying more German cars, it is partly because the consumers are more prosperous than before and the countries are experiencing a business cycle which for the last few years has been constantly rising. EEC officials believe that prosperity, even overemployment, increasing production and heavy demand cannot continue forever. Therefore, they want competition among member countries made easier now that their economies are strong enough to sustain minor inconveniences and even moderate setbacks. They want the Common Market to become completely competitive at the time of the elimination of all internal barriers to economic integration.

Tariff reductions, increased trade, and more vigorous competition have all brought benefits to EEC consumers. With all barriers to trade removed, both tariff and non-tariff, and as the economic integration of all member countries is more fully developed, EEC consumers can expect much greater benefits from the formation of the European Community than they have reaped up to the present.

Austrians discuss methods of boosting trade with U.S.

A series of working sessions will be underway in Vienna until October 18, to find the ways and means to expand Austro-American trade. Austrian trade delegates from the U.S. and Canada have been called back to participate in this conference.

The Austrian Federal Chamber of Commerce calls such meetings every second year to develop ways to intensify and enlarge the trade volume with these countries. Manufacturers in Austria are given the opportunity to consult with the trade consultants and discuss new marketing service approaches to the U.S. and Canadian markets.

Austrian exports to the U.S. in the first 5 months of 1963, according to the Austrian Government Statistical Office, amounted to $18.3 million, while $33.9 million worth of American goods entered the 7 million person market.

Austria offers a potential $100 million market for American products, particularly capital goods, plant modernization equipment, machine tools, scientific research instruments and computers, according to Otto Spitz, Austrian Trade Delegate in New York. Austrian best-sellers in the U.S. include outdoor apparel, skis and other sporting goods, and costume jewelry.

ITT's Board of Directors to meet in West Berlin

The Board of Directors of International Telephone and Telegraph Corporation will hold its next regular monthly meeting in West Berlin. The meeting, scheduled for October 1, is convening in accordance with the Corporation's practice of holding Board meetings at overseas locations from time to time. Among the reasons for selecting West Berlin were the excellent reports the company has been receiving from its 2 plants there, indicating a prospering operation in a sound economic climate.

Indonesia's stability program yielding encouraging results; U.S. aid helps; more requested

Trade community awaiting more complete results; "crash programs" commit $140 million for equipment imports; West Irian's economy is kept isolated from rest of nation

Although Indonesia's stabilization program, announced at the end of May, has had a relatively short trial period, there are encouraging signs it is meeting with some success.

Free market prices of daily essentials have either remained stable or declined. For example, the Djakarta price index for 19 foodstuffs, including rice, which had been increasing regularly by more than 10% monthly before May 27, increased only 3% in June and declined more than 1% in July. The value of the rupiah has strengthened, averaging around 950 rupiah to $1 in July and early August, compared with about 1,250 rupiah in the March-May period.

Economic and financial measures announced May 27 (IC, July 1, pp. 22-23) aim at achieving price stability by increasing the amount of goods available for purchase, reducing deficit spending and imposing stricter controls on commercial credit. The new trade and exchange regulations are designed to increase exports by new incentives to exporters and producers and to reduce imports of less essential commodities.

While it is still too early to evaluate the effect of the new regulations on imports, there are indications that some difficulties will have to be ironed out. An immediate principal concern centers on whether the higher cost of imports under the new regulations and the tighter credit restrictions will curb imports to the extent of reducing revenues from duties counted on by the Government to help finance higher budgetary outlays.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C. 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Assistance sought

The Government of Indonesia reported foreign-exchange reserves of only $96 million at the beginning of 1963. Since then the reserves have probably been further reduced. To finance urgently needed imports and improve its balance-of-payments situation, the Government is seeking assistance from several foreign governments in the form of new credits and rescheduling of existing debts.

Effective August 1, Indonesia negotiated an arrangement with the International Monetary Fund to draw up to $50 million in Fund currencies in the next 12 months. In mid-June the Government successfully arranged with the USSR to reduce its annual repayments for military and economic credits by stretching out the period of repayment. The new terms provided by the recently extended Indonesian-Soviet trade agreement also assist Indonesia to finance debt repayments by enabling it to run a 2-to-1 surplus in its balance of trade.

PL 480 agreements recently negotiated with the U.S. provide foreign-exchange assistance by enabling Indonesia to pay local currency for needed imports. Under amendments to the 3-year Title I agreement of February 1962, Indonesia will receive some $50 million worth of soybean oil to help ease edible oil shortages on the Island of Java and $16.6 million worth of raw cotton. When processed in Japan and other countries, the latter will help finance cotton yarn and textile imports for the remainder of 1963.

Expenditures cut

In its July 8 budget presentation, the Government revealed plans to reduce deficit financing in the remainder of 1963 and in 1964. It is making substantial cuts in military and police expenditures; these outlays will comprise only 22% of the budget in 1963 and 18% in 1964, compared with about 50% in 1962.

Economies have also been effected in providing essential commodities at subsidized prices. The previous burden on the budget from uneconomical operation of public utilities has been relieved by adopting increased prices for services in a range of 300% to 500%. Under this new rate policy, current operating costs will be met with room to finance some capital replacement and expansion.

These economies will be more than offset, however, by higher wage and salary payments to Government employees to compensate for increased living costs and by the increased rupiah cost of Government imports and foreign debt repayments. Total Government expenditures in 1963 and 1964 are estimated to be 2½ to 3 times greater than in 1962.

Higher import tariffs and other new levies on imports are expected to finance increased expenditures and balance the budget. Under the new tariff system (IC, June 24, p. 22) tariff rates are calculated on the basis of the effective import rate instead of the official rate (official rate plus surcharges), thereby raising the cost of imports and providing more Government revenue.

To complement its plans for reduced deficit spending, the Government has established a new credit policy placing a ceiling on use of credits and directing credits into productive channels.

The new regulations also make important changes in price policy. Price controls have been eliminated for some commodities; for others new prices have been set close to the free-market level.

Help for exports

To boost declining exports, exporters are receiving incentives which seem to be having a stimulating effect. The new regulations permit exporters to retain and use freely, in foreign currency, 5% of the f.o.b. value of their export proceeds.

As a further incentive, exporters are granted automatic foreign exchange allocations of 10% of the remaining 95% of export proceeds, while producer-ex-

porters are permitted 15%. Unlike the allocations under the earlier SIVA system, they may be used to import only essential and less essential goods in Groups I and II.

The effective exchange rate for exports, after taking account of the 5% retention provision, is now about 350 rupiah per $1. This is an increase of almost 40% in exporters' rupiah receipts from exchange earnings compared with the export rates immediately prior to May 27, 1963.

The exporter has the advantage not only of the higher exchange rate but the use of the automatic foreign-exchange allocation for Group I and II commodities without going through the time-consuming process of securing import licenses. He also is now able to import goods formerly brought in only by Government agencies and state trading firms. This change is expected to increase the role of private enterprise in the import sector. Exporters and importers are expected to develop close working relations for the use of the automatic allocation.

Wait and see

The trade community is awaiting clarification of how the new regulations will operate and what their results will be. The Djakarta community (particularly the Chinese element) appears pleased with the new rules and hopes they will enable private operators to compete more efficiently with state enterprises. The Medan area, an exporting region, considers the export incentives a definite encouragement, and there is a feeling that in time the new regulations will increase the flow of imported goods and act as a brake on inflationary pressures.

Surabaya exporters and importers, on the other hand, have reacted negatively. Exporters claim the new export rate is only a slight improvement over the old SIVA system. Private importers are skeptical that the foreign-exchange position will improve to the point that licenses can be given readily in the immediate future.

Imports of raw materials and spare parts declined sharply in 1962. For raw materials, excluding petroleum, the drop was from 13.3 billion rupiah in 1961 to 9.7 billion rupiah in 1962. Reports on import licensing in late 1962 show that this situation has continued into 1963.

Early in 1963 the Indonesian Government allocated $40 million in foreign exchange in a "crash program" to procure raw materials and spare parts. This allocation (of which $17 million came from a U.S. AID loan) will soon provide temporary relief with delivery of commodities purchased. A second "crash program" totalling $100 million was announced in mid-June and by mid-July about half of this had been committed. The lion's share of the second program has been allocated to various Government agencies, including those responsible for industrial operations. A small sum, variously reported as $10 to $17.5 million, however, was made available directly to importers.

A third "crash program" is being planned; its timing and size will probably depend on the Government's success in securing balance of payments assistance.

Development plans

The development policy of the Indonesian Government is to concentrate upon infrastructure projects and those projects, especially in the export industries, which will give quick returns or are already under way. Many of these plans depend on the Government's ability to obtain foreign aid. The Government has renewed its efforts to obtain deferred payment terms from foreign private and Government sources to finance imports needed to re-equip existing industries and rebuild deteriorated transport facilities.

The Government's difficulties in financing local costs are slowing the implementation of Sino-Soviet Bloc projects already under way. Only one new Bloc project contract was signed during the second quarter of 1963—the construction of 3 oxygen plants in Java, Sumatra, and Sulawesi by Hungary at a cost of $1.52 million. East Germans are conducting a survey for a cement and a glass factory in Kalimantan, and East German equipment will be used to build a planetarium in Djakarta. Plans for a Bulgarian citronella oil plant on a production-sharing basis have been announced and the USSR has shown interest in production-sharing arrangements in minerals exploitation and rice production.

Indonesia is seeking a $12 million Agency for International Development (AID) loan for the purchase of American equipment, materials, spare parts and services to rehabilitate and modernize Indonesian tin mining facilities.

Agreement on the 6th year of the Japanese war reparations program was reached in May. It provides for reparations payments of $15.8 million, of which $13.7 million will be used mainly for industrial and agricultural machinery, automobiles and marine engines, and the remainder for training Indonesian technicians in Japan. Negotiations are also continuing on Japanese suppliers' credits of $30 million to be used mainly for fertilizers ($12 million) and textiles and textile machinery ($12 miillion). Agreement has already been reached and a letter of credit opened for $6 million worth of fertilizer, with terms reportedly permitting deferred payment for 1 year. A contract to procure railway rolling stock valued at $3.5 million is also under discussion, with credit terms again the principal issue.

Under the 100 million deutschmark ($25 million) Von Merkatz Agreement negotiated in 1961, a contract was recently signed to utilize 55 million deutschmarks for West German locomotives and rolling stock, with favorable credit terms. In June a contract was signed with a private German firm for the construction of a rayon pilot plant at Bandung costing 5.75 million deutschmarks.

Yugoslavia also is showing increased interest in Indonesia, and has agreed to provide technical and financial assistance in erecting a truck manufacturing facility. It is interested in building 2 hydroelectric and 2 steam electric generating plants with a total cost of $30-$40 million, approximately $12 million of which could be financed from unutilized Yugoslav credits.

West Irian policy

As previously reported (IC, June 10, p. 29) Indonesia is continuing its announced policy of isolating the West Irian economy from the difficulties experienced in the rest of the country. The rate of exchange for the area, vis-a-vis the U.S. dollar, is fixed at Irian Barat (West Irian) rupiah 3.62, the same rate as previously existed for the Netherlands New Guinea guilder. In late June, to take into account the depreciation in the effective exchange rate for the Indonesian rupiah made on May 27, the exchange rate between the Indonesian rupiah and the Irian Barat rupiah became IBRp 1 to Rp 87.01. The crossrate on the U.S. dollar is Rp 315 per $1. The Government of Indonesia has recently made some tentative moves to interest U.S. companies in working West Irian mineral deposits.

JOINT SALES GROUP

Henschel-Werke Aktiengesellschaft of Kassel, West Germany, a truck-, locomotive- and machinery-manufacturer, where American investors hold 44% of the outstanding common shares, has joined with the Rootes Group of England in establishing a joint sales and service organization.

A statement issued by company officials pointed out that the link provided for jointly selling Henschel- and Karrier commercial vehicles (excluding light vehicles) in West Germany, France, Italy, Belgium, Luxembourg, Switzerland and Austria.

Argentina enacts 6 decrees protecting domestic industry

2 aim to promote long-term growth; anti-dumping law included; public sector agencies required to buy Argentine-made goods

The Argentine Government has published 6 new decrees favoring the development of new and existing domestic industries, according to the U.S. Embassy in Buenos Aires. These measures are expected to encourage new industries, increase employment, reactivate the existing industrial complex, and reduce the balance of payments problems through reserving, in so far as is possible, the public sector market for domestic suppliers.

This action of July 5 was taken in response to demands from Argentine industrialists for increased protection and Government assistance in the current economic recession.

Two of the decrees are designed to stimulate long-range growth rather than have an immediate impact. They should also provide a semi-permanent basis for private sector planning. These 2 decrees, Nos. 5338 and 5339, are based on Laws 14780 of 1958 and 14781 of 1959, and in general replace a series of 14 or 15 decrees covering specific industries and areas.

New projects boosted

Under Decree 5338 (New Industry Promotion), benefits will be given only to new projects which promise to be technically efficient and economical and are carried out by firms organized in Argentina. Priority industries will include: iron and steel, petro-chemicals, cellulose, construction materials for inexpensive housing, and mining (except oil and gas) activities, wherever located.

In addition, industries using native raw materials and contributing to exports or providing import substitutions are declared to be of special national interest, if they are located in especially underdeveloped areas, roughly Patogonia and northern Argentina.

Benefits promised include a 5- or 10-year income tax holiday, exemption from several stamp taxes, priority in securing supplies of raw materials and fuel at special prices, and the right to engage foreign technicians who will enjoy special privileges for the entry of their families and effects.

Decree 5339 (Duty-Free Entry for Machinery and Equipment) provides that Argentine firms or authorized foreign investors may secure complete exemptions from import duties, surcharges, and taxes on equipment for new or expanded plant capacity which satisfies 8 specific conditions. These conditions are that the proposed investment, **1)** will develop new exports or produce import substitutes; **2)** at reasonable costs near international competitive levels; **3)** will require tariff protection only comparable to that given in industrialized countries; **4)** will result in a greater use of domestic raw materials; **5)** will have a reasonably assured market to provide stable employment; **6)** will improve industrial technology and produce quality and will lower costs; **7)** is assured adequate working capital, and **8)** is financed so as not to be an undue burden on the balance of payments.

Decree-Law 5341 and Decree 5343 provide for entry under bond of industrial equipment, machinery, patterns, molds, and raw materials which are to be reexported from Argentina.

Another Decree-Law, No. 5342, will undoubtedly become known as Argentina's "anti-dumping" law. It provides the executive branch of the Government with the responsibility and authority to counteract "dumping practices" by foreign exporters in the Argentine market, as well as situations arising when foreign Government subsidies to exporters threaten Argentine industry.

The measures from which the most immediate stimulus on domestic industrial activity is expected include Decree-Law 5340, which requires all agencies of the public sector and their contractors to buy Argentine-produced goods whenever the prices, quality, and delivery terms are "reasonable." The complementary Central Bank Circular, B-374, will allow Argentine producers, when bidding for contracts in the public sector, to offer credit to Government entities on terms competitive with those offered by foreign suppliers. The Central Bank will rediscount the Government notes given in payment to the suppliers when commercial banks have financed the suppliers for from 2 to 5 years.

Malaysia becomes a reality; common market planned

Area provides attractive market; productive investments welcome

On Monday, September 16, 1963, the Federation of Malaya, the State of Singapore, and the former British colonies of Sarawak and North Borneo were officially merged into Malaysia. This action was originally contemplated for August 31, 1963, but was postponed to await the completion of a special survey by a United Nations team to ascertain whether results of previous elections held in the northern Borneo territories favored the merger of their areas with Malaysia.

Provisions for a Malaysian Common Market were set forth in Annex K to the Malaysia Agreement signed by the Governments of the Federation of Malaya and Singapore. The Agreement provides for the establishment of "a common market in Malaysia for all goods or products produced, manufactured, or assembled in significant quantities in Malaysia, with the exception of goods and products of which the principal terminal markets lie outside Malaysia" (See INTERNATIONAL COMMERCE, 9/2/63).

The creation of Malaysia brings with it a broader economic base and promises continued stability. This merger is expected to stimulate the already substantial economic development in the component Malaysian areas at an even faster rate. Imports are unrestricted, and foreign investments in productive enterprises are encouraged. Attractive market and investment opportunities are available to foreign businessmen; American exporters and investors can participate if they make the effort.

Information about the business climate in Malaysia may be obtained from the Bureau of International Commerce, Far Eastern Division, Washington, D.C. 20230.

BELGIUM'S EEC TRADE

In the first 5 months of this year, 58.3% of Belgian exports went to the Common Market countries, as against 49.2% in the corresponding 1962 period. Exports to the other OECD European members represented 24.9% and 25.7% respectively for the same 1963 and 1962 periods.

Good outlook of Swedish leather market promising for increased exports of U.S. products

Active advertising and sales campaign and displays at trade fairs recommended to educate public to range and models of U.S. shoes

With more active interest on the part of American tanners and exporters, sales of U.S. leather to Sweden could be increased, since the current outlook on the Swedish leather market is good.

Increasing the U.S. share of the Swedish leather footwear market, however, is not as promising—at least not without an active advertising and sales campaign, according to the U.S. Embassy, Stockholm, in a survey for the Leather and Allied Products Division, BDSA.

Sweden's domestic production of leather increased almost 10% between 1961 and 1962, rising from 52.2 million square feet to 57 million square feet. In the same period, leather imports rose by almost 11%, and in 1962 equalled about 40% of domestic production.

Demand booms

There is a booming demand for leather apparel throughout Europe, including Sweden, and this demand is expected to continue upward. Inasmuch as 98% of U.S. leathers imported by Sweden in 1962 consisted of glove and garment leather, it is thought that with further effort, proper contact and competitive business offers, the U.S. share of this type, as well as some other types, might be substantially increased.

Sweden imported 22,101,407 square feet of leather in 1962. The U.S. share of these imports was 7,464,336 square feet, or about 34%.

Imports of U.S. leathers included 24,162 square feet of upper; 89,263 square feet lining; 4,171 square feet patent and 7,346,740 square feet of glove and garment leathers. In addition, 15,432 pounds of sole leather were imported from the U.S.

British leathers offer the U.S. the keenest competition on the Swedish market. The United Kingdom supplied 7.2 million square feet or 33% of Sweden's 1962 leather imports. These comprised 1,397,885 square feet of upper; 1,417,250 square feet lining; and 4,377,930 square feet of glove and garment leathers, as well as 341,713 pounds of sole leather.

Swedish commercial agents are interested in American shoes but the rank and file consumer is not generally knowledgeable about them. A very active advertising and sales campaign on the part of the U.S. manufacturer or exporter to give the general public information about the quality of U.S. styles and models, as well as the advantages of the wide range of widths and sizes produced only in the U.S., could educate consumers as to the desirability of American shoes.

Displaying U.S.-made shoes at Swedish trade fairs, or at some well-organized Swedish show rooms could create greater interest. It might also help to supply to Swedish commercial agents and retailers catalogs illustrated in color. Price lists and a statement as to terms and discounts the American shoe manufacturer or exporter is willing to accept also would be helpful.

Domestic production of nonrubber footwear increased less than one percent between 1961 and 1962, from 11,858,000 pairs to 11,932,000 pairs. Imports increased by 5% and in 1962 represented almost 50% of domestic production. The Swedish shoe industry, concerned over the sharp rise in imports of low-priced footwear, is looking for new ways to meet this competition.

Most of Sweden's nonrubber footwear imports, amounting to 5,789,134 pairs in 1962, were from the EEC, with Italy supplying 59% of the total.

The U.S. share of this market was very small and, according to U.S. statistics, amounted to only 25,926 pairs. Included were 831 pairs men's, 954 pairs women's and misses', and 172 pairs of infants' and children's all-leather shoes. Also included were 23,969 pairs of shoes having textile uppers and leather or composition soles.

In the first six months of 1963, U.S. exports of nonrubber footwear to Sweden totaled 11,086 pairs and were valued at $17,278.

Average c.i.f. import prices in Swedish kronor (one Swedish krona equals U.S. $0.1931) for leather shoes imported from certain foreign countries are: Switzerland, 42; United Kingdom, 30; West Germany, 24; Italy, 18; France, 14; Benelux, 13; Czechoslovakia, 12; Hungary, 12; Far East, 6; all countries, 18. An average factory price of Swedish-made shoes was estimated at about 27 kronor in 1961.

"National Route" reopens

The inauguration of the newly-rebuilt Bukama Bridge on August 31 marked the completion of repairs to the 1,200-mile river-rail network linking Elizabethville and the port of Matadi, and reestablished the National Route as a major channel for freight traffic in the Congo.

Alliance sponsors Brazilian fruit juice investment study

AID will pay half of survey's cost if Georgia firm decides against Brazilian venture

A U.S. firm will explore the possibilities of establishing a modern food-processing plant in Brazil under an Alliance for Progress investment survey grant by the Agency for International Development.

The study is being made as part of AID's program for stimulating private enterprise participation in the Alliance for Progress. Aside from introducing investment capital and creating employment opportunities, a new food plant is expected both to save and create foreign exchange funds for Brazil.

Under an agreement with AID, Georgia Beverage Pure Foods, Inc., of Atlanta, a subsidiary of Pure Foods, Inc., will study the feasibility of producing and marketing fruit juices and beverage concentrates for the Brazilian and export markets.

The survey will be conducted on behalf of the company by officers of Galaxy, Inc., management consultants of Washington, D.C.

The company will consider both a joint venture and outright ownership.

AID has agreed to pay 50% of the $13,300 survey cost if the company decides against the Brazilian venture. The company will assume the full cost of the survey if it decides to establish a business enterprise in Brazil.

Investment guaranty program going strong; new Ecuador accord is 21st in 12 months

Designed to encourage private investment in less-developed countries; agreements have been signed with 70 nations since 1948

Continued encouragement of U.S. private investment in less developed countries under the foreign aid program is emphasized by an agreement reached this month with Eucador.

The accord, expanding coverage of guaranties for individuals and companies investing in enterprises in the Latin American nation, is the 21st concluded by the Agency for International Development with other countries since August, 1962.

A bilateral agreement such as that with Ecuador permits AID to insure U.S. investors against inability to convert local currency into dollars; against loss due to expropriation, or war, insurrection and revolution; and certain commercial and political extended risks. Fees are charged for this insurance. Since 1948, when the program started, the U.S. has signed agreements with 70 countries.

Since January 1, 1963, AID has signed basic investment guaranty agreements with 7 new countries: Jamaica, Trinidad-Tobago, Gabon, Cyprus, Senegal, UAR (Egypt) and the Malagasy Republic. An amendment to a prior agreement also has been signed with Argentina extending coverage to expropriation and war risks as well as convertibility.

The new agreement with Ecuador amends one dating from 1955, adding protection for investors against the hazards of war, insurrection and revolution, and extended risks. The previous coverage provided protection only against inconvertibility of currency and loss from expropriation.

As of June 30, 1963, AID and its predecessors had issued $1.19 billion worth of guaranties to private investors. Fees collected totaled $12.4 million. Only 3 claims have been made. Two of them were to the Pluswood Industries of Oshkosh, Wis., conducting a lumber processing operation in the Congo. The third was under a Development Loan Fund type of "extended risk" guaranty to the Ingall Taiwan Shipbuilding Co. in the Republic of China. Total for all 3 was $667,547.

The guaranties issued by AID to private industries vary widely in amounts. Of the 673 currently in existence, the largest has been issued to the Mangla Dam Contractors, involved in constructing a dam in Pakistan, for $63 million to cover expropriation. The smallest is $1,125 covering expropriation issued to the M.S.A. Financing Corp. in Italy. Although a considerable number of guaranties still are in effect in Italy and other Western European nations and Japan, no new guaranties have been issued for Europe since 1959 when the Mutual Security Act specifically excluded developed countries. Guaranties may still be issued, however, for less developed dependencies of Denmark, France, Netherlands, Norway and the United Kingdom.

In the fiscal quarter, April 1-June 30, 1963, guaranties were issued to 23 applicants, totaling $7.6 million. As of June 30, AID had on hand 1,137 applications totaling $4.5 billion. Of these, 665 were for Latin America, representing a total of $2.8 billion.

Thailand hosts sixth investment survey

Pittsburgh firm may set up metal processing plant either there or in South Viet-Nam

Thailand or Vietnam may get a new metal processing plant financed by U.S. and local investors if a survey backed by the Agency for International Development proves the feasibility of the project.

A Pittsburgh firm, the Association for Development Assistance, Inc., is investigating the possibility of setting up either a gray iron foundry, a steel foundry, or a metal working plant to produce centrifugal pumps or heavy hand tools in 1 of the 2 countries.

AID is authorized to underwrite up to 50% of the costs of the study as a means of encouraging and promoting U.S. private investment in less developed countries.

Estimated cost of this survey is $17,020, half of which will be paid by AID if the potential investors decide not to go through with the investment. If the project materializes, all costs of the investigation will be underwritten by the investing firm.

This is the 11th such survey in the Far East, and the 6th in Thailand alone, since the program began 2 years ago.

A three-man consultant team from Laucomer Associates, H. Sanborn Brown Engineers and Architects of Detroit, Mich., is under contract to conduct the survey, with work to begin in mid-November.

Exporters' claims against FCIA pass half-million mark

The Foreign Credit Insurance Association has announced that the total number of claimants whose losses from export sales either have been paid or are being processed by the FCIA is now more than 200. Dollar amounts of claims paid or outstanding amount to $567,764.18.

The claims represent losses experienced by U.S. firms from both commercial credit and political risks. Aggregate amount in dollar volume of commercial credit and political risk claims outstanding is about evenly divided. However, in numbers there are more than twice as many commercial credit claims now being processed.

Commercial credit risk coverage under the short-term and medium-term policies insures losses incurred on eligible shipments caused by insolvency of the buyer or failure of the buyer to pay the insured exporter within 6 months after due date of payment. Under the political risk portion of the policies, U.S. exporters are indemnified for losses due to currency inconvertibility, import and export regulations, war, revolution, civil commotion or expropriation.

BRUSSELS BRANCH

H. J. Baker and Bro. Inc. of New York City, importers, wholesalers, and exporters of fertilizers, chemicals, animal foods, and greases, has established a branch in Brussels.

Pittsburgh firm studies Peruvian jute investment

AID agrees to finance half of survey's cost if firm decides against investing

A Pittsburgh firm will explore the possibility of establishing a modern jute industry in Peru with the help of an Alliance for Progress investment survey grant from the Agency for International Development. Such grants are part of AID's program to stimulate greater private enterprise participation in the Alliance for Progress.

Engineering and financial officials of Apollo International Corporation, a subsidiary of Apollo Industries, Inc., of Pittsburgh, will conduct a 7-month survey of conditions in Peru affecting the establishment of a "jute central" and a jute manufacturing plant, involving a total investment of some $1.3 million.

Peru presently imports 80% of its jute. A Peruvian jute industry would create many employment opportunities in related industries and assist in the development of rural areas.

The feasibility study will cover cultivation, harvesting, and processing, the advisability of establishing a "jute central" or receiving station, and possibly building a plant for the manufacture of burlap, bags, rope, twine and textiles.

AID has authorized a participation grant of $14,179, equal to 50% of the survey cost. Should the company decide to make an investment in Peru's jute industry, it will assume the full cost of the survey. Should the company decide against the investment, AID will pay the company one-half of the survey cost.

An affiliate of Apollo International, Apollo Peru, S. A., is presently engaged in constructing low-cost housing units in Lima, Peru.

President gets report on carpet trade picture

The U.S. Tariff Commission has submitted a report on developments in the trade in Wilton and velvet carpets and rugs to the President. Following an escape-clause investigation by the Tariff Commission, the President, by proclamations dated March 19 and 27, 1962, increased the rate of duty on Wilton and velvet carpets and rugs on June 17, 1962.

The report presents statistical data and other information with respect to Wiltons and velvets, with emphasis on developments since the Commission reported to the President in August and December 1961 on its escape-clause investigation.

Copies of the Commission's report are available upon request as long as the limited supply lasts. Requests should be addressed to the Secretary, U.S. Tariff Commission, 8th and "E" Sts., NW., Washington, D.C. 20436.

Maryland builder investigates pre-fab market in Colombia

AID will finance help of survey cost if Annapolis firm decides against making the investment

A Maryland manufacturer interested in producing pre-fabricated houses in Colombia has concluded an Alliance for Progress investment survey agreement with the Agency for International Development.

The firm, Golden Key Homes, Inc. of Annapolis has produced more than $100 million worth of pre-fabricated structures in the U.S.; about 6,000 homes are in the Washington-Baltimore area.

Under the agreement with AID, 3 company officials will conduct a nationwide study of raw materials sources, labor skills, consumer preferences and home financing prior to reaching a decision regarding the feasibility of establishing a manufacturing plant in Colombia, in cooperation with Colombian investors. It will also erect, at its own expense, 3 prototype homes in order to gauge the reaction of Colombian home-buyers.

AID has authorized a participation grant of $11,150 to finance 50% of the survey cost. Should the company decide to make an investment in Colombia, it will pay the full cost of the survey. In the event the company decides against making the investment, AID will pay the company one-half of the survey cost.

Peru to pay for U.S. electrical equipment with AID power loan

Will hire Westinghouse technicians to perform civil engineering work

U.S. public and private resources will help meet the industrial, agricultural and urban demands for more electric power in northern Peru under an Alliance for Progress project announced by the Agency for International Development.

AID, the Export-Import Bank, Westinghouse Electric Co. and the Government of Peru will join in doubling the power generating capacity—from 50,000 to 100,000 kilowatts—of the Canon del Pato hydroelectric project on the Santa River.

All electrical equipment for the project will be purchased from U.S. sources. Peruvian engineers, assisted by Westinghouse technicians, will perform the civil engineering work.

Total cost of construction, purchasing and installing equipment for 2 additional electric generating units at Canon del Pato is the equivalent of $12.5 million.

AID's loan of $2.2 million, Peru's contribution of $4.6 million, and Westinghouse's contribution of $1 million will be used to finance local currency costs. An Export-Import Bank loan of $4.7 million will finance purchases of U.S. equipment.

Nigeria to hire U.S. firms with $8 million AID loan

An $8.6 million development loan announced recently by AID will help the Government of Nigeria finance the construction of 71 miles of new road, including a bridge over the Cross River, and the improvement of 42.5 miles of existing road. The Government of Eastern Nigeria will pay 20% of the cost of the project.

The Eastern Nigeria Ministry of Works will negotiate a contract with a U.S. engineering firm for final design and construction supervision. A U.S. prime contractor will be awarded the construction contract on the basis of competitive bidding. Procurement outside of Nigeria under AID financing will be in the U.S.

Tariff revisions are announced by new Yemen regime

Largest group of items is in 5 to 50% rate range

A revised schedule of import duties has been put into effect by the new republican regime in Yemen. There are 74 groups of dutiable items and 6 groups of free items, with the dutiable items (except cigarettes and certain types of tobacco) assessed on an ad valorem basis. Rates range from 5 to 50%, except for pipe tobacco, on which the rate is 100%.

Free items

Free items are medical supplies, agricultural equipment, fertilizers, publications, and radios.

Flour, butter, grains, rice, and kerosene enter at 5%. In the 10% category are minerals, lumber, certain machinery, iron bars, steel sheets, and dates. Food items (except those levied at 5%), shoes, sewing machines, batteries, paints, and other machinery take a duty of 15%. Building material, toilet articles, gasoline, commercial motor cars, and clothing enter at 20%.

Semi-luxuries

The 25% rate applies to a broad category of semi-luxuries, such as watches and fountain pens. Among articles subject to the 40% duty are perfumes, cosmetics, jewelry, woolen clothing, cameras, tape recorders, electrical appliances, electric shavers, and cigarette lighters. Private motor cars, silks, satins, furs, and metalized cloth and clothing come in at the 50% rate.

Defense tax

All imported goods are subject to a 5% defense tax, based on the cost of the goods before assessment of import duty. The valuation of goods, for assessment of import duties, is the cost and freight value, not including the 5% tax. Invoices presented for tariff assessment must be certified or notarized by a Chamber of Commerce in the country of origin.

A new export tariff covering 20 animal and vegetable products was also introduced.

Further information may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

West Germany sets quotas for pear, apple imports

West Germany has established a quota of unannounced size for apple and pear imports from the United States and Canada, according to the U.S. Embassy in Bonn.

The fruit must meet Common Market quality standards, with apples eligible only if they conform to Classes "Extra" and "No. I." Class II apples are omitted at present because of the general embargo on them which has been in effect since the beginning of September. If the embargo should be lifted, they will be included in the quota.

Applications for import licenses—valid until Dec. 31, 1963—will be accepted until Dec. 30, 1963. The quota will be automatically renewed at the end of the year. Although imports will be subject to a possible embargo, contracts concluded before the day of the embargo announcement will not be affected, provided the goods are loaded on board ship within 7 days after the embargo.

EEC, U.K. to waive duties on tea, mate, hardwoods

The European Economic Community (EEC) and the United Kingdom will simultaneously suspend their customs duties on tea, mate and tropical hardwoods on Jan. 1, 1964, under a tariff agreement signed in Brussels on September 10.

The agreement, negotiated by the Common Market Commission on behalf of the EEC, was approved by the EEC Council of Ministers on July 29, 1963.

Customs duties on tea, mate, and tropical hardwoods will be suspended for 2 years until Jan. 1, 1966. Any permanent reduction or elimination of these duties will be made within the framework of the General Agreement on Tariffs and Trade (GATT).

The tariff suspensions were made to safeguard economic interests of the EEC-associated African countries and Madagascar, and the developing countries of the British Commonwealth.

Iran opens gate to entry of certain trucks and cars

Commercial profits tax levied on truck chassis up to 1 ton

Certain trucks and commercial passenger cars and chassis, previously banned, may now be imported into Iran under terms of a recent decree.

Restrictions have been lifted from: coaches (auto-cars) for use as common carriers, up to 12-passenger capacity; station models; refrigerated tank trucks; other refrigerated trucks; chassis for buses, auto-cars, dump trucks, and tank trucks; chassis for any other truck up to 1-ton capacity; chassis for 3-wheeled scooters. Importation of other types of trucks, buses, and chassis remains prohibited.

Unconditional

Garbage trucks and chassis for making and assembling cars, trucks and compressors—previously requiring the approval of the Ministry of Economy—may now be imported unconditionally.

Import duties have not been changed, but a new commercial profits tax of 60 rials ($7.80) per kilogram is imposed on chassis for trucks up to 1-ton capacity. (One kilo equals 2.2 pounds.)

Further information may be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Spice exports from India to be checked for weight

The Spices Export Promotion Council in India is arranging to issue certificates of correct weight to Indian exporters of spices, and American buyers may now stipulate as a contract condition that such a certificate must accompany shipping documents.

The Council, seeking to boost exports and end trade complaints through quality-control measures, is considering a move to maintain officers at all important posts in India for certification purposes.

Council headquarters are at Mahatma Gandhi Road, Ernakulam 6, India.

Development of enamelware industry urged in Liberia, potential seen

Specific inducements to be provided for new project

The Liberian Development Corporation (LDC) recently completed a feasibility study which concludes that investment in a Liberian enamelware plant warrants careful study.

Noting that the quantity of imported enamelware in 1962 increased 33% over that imported in 1959, the report forecasts a continued high level of demand for enamelware in the future. Considering the enamelware market's past growth and its potential for future growth, a 20% annual increase in enamelware sales would be a conservative estimate of future growth.

According to the LDC study, the Liberian Government is preparing a formal set of incentives to encourage investors to undertake sound projects. These incentives bear a sufficiently close resemblance to the ad hoc incentives already granted to assure the likelihood of their ultimate adoption.

The proposed incentives include:

1. Five-year exemption from income tax;
2. Five-year exemption from import duties;
3. Leases on sites in an industrial park at less than commercial rates, with one year's free rent possible;
4. Government subsidies to train Liberian employees;
5. Protective tariffs on competing products for up to five years;
6. Financial and technical assistance from the LDC.

The investment climate in Liberia, according to the study, is favorable as evidenced by the inflow of over $350 million in foreign investment in the last five years.

Copies of LDC's feasibility study may be obtained from the Bureau of International Commerce, Office of International Investment, File 1-3461-1, IRD(G), Department of Commerce, Washington, D.C. 20230.

Ghanian manufacturer seeks license for hair dressings

An established Ghanian manufacturer of cosmetics is seeking to expand his production through licensing arrangements with U.S. firms. The Ghanian firm, which is particularly interested in a license to manufacture hair dressings, now produces some cosmetics under U.S. license.

White Pharco (Ghana) Ltd., P.O. Box 1441, Accra, Ghana.

Calcium carbonate license offered, venture sought

A process for the production of extra light precipitated calcium carbonate with an exceptionally high sedimentation volume is offered by a Greek firm for development under license in the United States. The firm would also like to form a joint venture for the production of calcium carbonate in Greece or other overseas locations.

Write to D. Kiouzes Pezas, Elba Greek Calcium Carbonate Chemical Industry, 17 Alipedou St., Piraeus, Greece, or to D. K. Pezas, c/o E. Panagopulos, 29 Broadway, New York 6, N.Y.

Varied product manufacturing asked overseas

Licensing and joint-venture openings come from firms interested in new lines

Manufacturers in Australia, England, New Zealand, Scotland, Spain and Sweden seek U.S. know-how to manufacture a number of consumer and industry products.

Air compressors

England. Manufacturer of milking machines and other dairy farm equipment seeks license to produce air compressors and/or air exhausters and related equipment. Weycroft MacFord, Ltd., Lake Rd., Hamworthy, Poole, Dorset.

Controls

England. Manufacturer of industrial controls seeks a licensing arrangement to produce new types of controls, both of an electrical and electronic/electromechanical nature. Elcontrol, Ltd., 42 Wilbury Way, Hitchin, Hertfordshire.

Edible oils

Spain. Joint venture for establishing an oil extraction and refining plant for the production of edible oils is sought by a firm specializing in the manufacture of table margarines and other edible and industrial oils. Candina-Industrias Derivadas de la Grasa, P.O. Box 287, Santander.

Knives

New Zealand. Knife manufacturer seeks stainless steel and license to make stainless steel knives. Cutlerycraft Co., 38 Seafield View Rd., P.O. Box 2050, Auckland.

Packaging machines

Sweden. License sought for the production of food packaging and labeling machinery by manufacturer of precision and special machinery. Scantool Handelsbolag, Stockholmsvagen 30, Lidingo.

Women's sportswear

Australia. Manufacturer of women's swimming suits seeks license to make women's sportswear. Ada of California, 41-43 Stewart St., Richmond, Victoria.

Varied products

England. Manufacturers of jigs, fixtures, press tools, precision components and general engineering products, seeks a licensing agreement for the production of any small to medium-size product of a mechanical or electrical nature. Herne Hill Engineers, Ltd., 278 Milkwood Rd., London, S.E. 24.

Scotland. Manufacturer of marine and land plastic hardware, industrial moldings and plastic flooring materials seeks joint venture to produce any nonmarine, industrial product. Rowan & Boden, Ltd., 131/137 Renfrew Road, Paisley.

African textile firm asks management know-how

An established African textile company wishes to discuss a managerial arrangement with an experienced and competent U.S. firm. Participation in equity and profits is available.

Production of the mill would be almost entirely for domestic needs with perhaps a minor fraction being exported to neighboring African countries.

The mill is a modern structure with new equipment and air-conditioned working quarters. Electricity is generated by a diesel power station. A refrigeration plant and a repair shop adjoin the main plant.

Firms qualified to manage a substan-

tial enterprise of this nature and interested in discussing an arrangement for managerial services and possible participation in the equity of the company should write promptly to Bureau of International Commerce, Office of International Investment, File 1-2211-3, IRD(G), Department of Commerce, Washington, D.C. 20230.

Mexican producer wants specialty rubber items

A small manufacturer of rubber articles such as shoe heels and soles, carpets, floor tile and boots, wants to expand his product line through a U.S. licensing arrangement for specialty rubber products.

The U.S. investor is expected to furnish patents and know-how in return for royalty payments or participation as a minority stockholder.

Write Mexicana de Productos de Hule, S.A. de C.V., Km. 20 Carretera Mexico-Atizapan, Zaragoza, Edo. de Mexico.

Small stove and roofing panel licenses open

U.S. firms offered chance to make European products

Danish and Belgian manufacturers offer licensing rights for the U.S. production of what is said to be a unique roofing panel and a line of small electric and gas stoves.

Additional information on these European products is available on a loan basis from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, by referring to the file numbers given below.

• A license is available for the production of electric and gas stoves designed for small kitchens. The Danish firm's interest in finding a U.S. licensee results from inquiries it has received indicating that a potential U.S. market exists. The company does not, however, wish to expand its manufacturing facilities to satisfy this market by exporting.

The following arrangements are suggested: (1) sample stoves, at the lowest possible price, would be shipped to a prospective licensee to test the U.S. market; (2) if a market exists, semi-finished stoves would be shipped in knocked-down condition for enameling and assembling by the licensee; (3) later, dies and tools would be supplied for complete U.S. manufacture of the stoves; (4) the German-made heating elements could be supplied directly or manufactured by the licensee. **File 1163.**

• A roofing-panel manufacturer seeks a U.S. licensee to make its product. The panels are said to preserve roofs from blisters and bubbles and also provide the best insulating qualities. Their construction makes it possible for vapor to escape a concrete roof surface in any direction through air vents.

The panels are made of polyvinylchloride with a cork or Styrofoam filler and include vapor barriers. They are said to be very light in weight, rot proof, extremely durable and can also be used for floors and walls as insulation against heat, cold and noise. **File 1164.**

Steel, iron wire plant proposed in Ecuador

The Ecuadorian Development Center (CENDES) has prepared a Spanish-language survey on steel and iron wire which is available to investment interests in the U.S.

The survey indicates that Ecuador has been completely dependent on imports for its supply of wire and wire products. Total imports of wire and wire products in 1961 were 5,300 tons. Major suppliers were Belgium, France and West Germany.

CENDES foresees an annual national consumption of more than 6,400 tons by 1965. The survey is confident that this market justifies the establishment of a plant which would process 8-mm. wire into the most called for calibers—9, 10, 12, 13.5 and 14. Suggested annual capacity of such a plant is between six and seven thousand tons.

U.S. investors interested in exploring this field may obtain copies of the report and other details concerning the survey from CENDES, P.O. Box 2321, Quito, Ecuador.

Equipment, know-how asked for Malayan candy factory

A Penang manufacturer and dealer in confections and dried fruit is seeking U.S. capital participation for a new candy factory to make Chinese and Western-style candies and chocolates.

The amount of U.S. investment required would be $100,000 to be furnished in the form of machinery and processes. In addition, an American manager would probably be necessary.

The factory would be located in the State of Penang and would manufacture both for export and the Malayan market.

For further information, write to Bureau of International Commerce, Office of International Investment, File 3-2071-2, IRD (H), Department of Commerce, Washington, D.C. 20230.

Overseas concerns look for tie-ups

Electronic or water-treatment equipment, other items sought

A cross-licensing arrangement is sought by a German firm to produce water-treatment systems and equipment. Other firms want licenses to make telecommunication equipment, door closers and other products.

Prefabricated wall material

Australia. License sought to make a lightweight exterior wall material for prefab houses. Material should not be asbestos or cement. G.E.M. Agencies, c/o Bank of New South Wales, 2 King William St., Adelaide.

Regulators

France. Manufacturer of automatic regulators, autometers and special equipment for laboratories and industry seeks licensing rights on electric and electronic automatic regulators. Francel, S.A., 34 rue de la Victoire, Paris 9.

Water treatment equipment

Germany. Cross-licensing arrangement sought with U.S. producers of water-treatment systems and equipment. German products offered for U.S. production are: water sterilization, filtering, dechlorinization, demineralizing equipment, water softeners, degasifiers, de-acidifiers and desalters; swimming pool water conditioners; industrial water treatment systems and equipment and phosphate water-treatment equipment. Licensing rights are sought for ozonators. Karl Klein & Son, P.O.B. 1230, 68 Mannheim 1.

Varied products

France. Manufacturer specializing in production of telecommunications items seeks license to make industrial and technical electronic and telecommunication equipment. Societe Anonyme de Telecommunications, 40 Avenue New York, Paris 16.

New Zealand. License sought to manufacture door closers and hydraulic floor springs. Safes and Strongroom Doors, Ltd., P.O.B. 343, Wellington.

World Trade Opportunities pages 35-54

UAR requests tenders on mining project materials

The General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha St., Garden City, Cairo, UAR, has announced tenders for the supply of mining equipment for the Hamrawein phosphate project.

All equipment will be operated in the mining district El Hamrawein, a desert area.

All diesel engines should be full diesel, four-stroke, direct injection. Fuel shall be the fuel solar oil locally produced with a calorific value of 10,000 calories. Engines to be fitted with heavy duty oil bath filters for air intake, heavy duty fuel filters, and efficient cooling system.

All electric motors to be of the totally closed type, self-ventilated, tropically insulated and equipped with overload relays whenever possible. Available power supply is a.c. 220/380 v. three-phase 50-cycles per second.

Material to be mined is rock phosphates of hardness about 2-3 moh's scale and of specific wgt. about 2.5. The mined material is almost dry.

The equipment includes railway equipment, ventilation fans and winches, pneumatic tools and compressors, tractor shovel, pipes and pipe fittings, and a distillation plant.

Bid deadline is October 5.

Specifications and conditions are available to firms located in the U.S. from the ACME Division, BDSA, Department of Commerce, Washington, D.C., 20230.

Saudi Arabia seeks bids on telephone line supply

The Ministry of Communications of Saudi Arabia is inviting tenders for the supply and installation of 40,000 telephone lines in several of the major cities of the country.

This project is the first stage of a long-range plan to construct an automatic telephone network. Bids may be based on either the crossbar system or systems which are more modern and better able to provide the required services.

Tenders must be submitted not later than February 22, 1964, to the President of the Tender Committee for Telephone, Wireless and Postal Communications Affairs, Riyadh, Saudi Arabia.

A copy of conditions, specifications, maps and supplements may be obtained from the Directorate General of Telegraph, Post and Telephones, Riyadh, Saudi Arabia. The cost for each copy is 500 riyal ($111.11).

New Zealand Railways need steel plates, axles, tires

The Chief Mechanical Engineer, New Zealand Government Railways, Wellington, New Zealand, has issued worldwide tenders, Nos. NZR—63/627; 63/517; and 63/676; calling for sealed bids on supply of steel plates; 305 railway axles and 1,425 steel tires.

The tender for steel plates closes October 9, and for the other items on October 16.

Tender documents may be obtained from the Office of the New Zealand Senior Trade Commissioner, 1145—19th St., NW., Washington, D.C.

Malaysia needs materials for thermal power station

A firm of British consulting engineers has contracted for work involving the erection of the superstructure of a power station and the cladding of adjacent buildings in The Federation of Malaysia.

The Prai Thermal Power Station in Province Wellesley, Malaya, will require the fabrication, erection and painting of approx. 1,000 tons of steelwork and the cladding of the boiler house and part of the turbine house with aluminum panelling.

Contracting firms interested in tendering are invited to submit applications which should include evidence of their technical and financial ability to execute the required work.

Firms whose applications are approved will be notified and upon remittance of a non-refundable payment of approx. $56 (£20), will be provided invitations to tender, accompanied by a set of documents.

Applications in writing from suitably experienced firms wishing to tender for this work should be made to Messrs. Preece, Cardew and Rider, 8, 10, & 12, Queen Anne's Gate, Westminster, London, SW. 1, England, or Messrs. Preece, Cardew and Rider, 7th Fl., Mercantile Bank Bldg., 1921, Market St., Kuala Lumpur, Malaya.

Applications must be made before October 1.

India plans expansion of Port of Bombay

The Trustees of the Port of Bombay, India, have announced intentions for undertaking the following major development works for the port:

1) Extension of the Alexandra Dock involving construction of 827 meters of quay wall and reclamation of 6.5 hectares within a bund;

2) Construction of a piled reinforced concrete jetty. 175m. x 40m. with an approach 150m. x 18m. for ferry traffic;

3) Extension of Ballard Pier 230m. x 100m. to provide a deep water quay in block work placed under water;

4) Construction of a new passenger terminal-cum-transit shed 200m. x 42m. and car park on piled foundation; and

5) Associated dredging in hard and soft material and other ancillary works.

The Trustees propose to invite tenders from selected contractors on a global basis. Contractors with experience in maritime work who wish to be considered for selection are requested to apply, in writing, before September 30 to Messrs. Bertlin and Wilton and Bell, Consulting Engineers, Bombay Port Trust, 4 Abbey House, Victoria St., Westminster, London SW. 1 for further details regarding the proposed work and a questionnaire to be completed by the contractor.

Iraq plans construction of sulphur recovery plant

The Directorate General of Industrial Design and Construction, Ministry of Industry, Baghdad, Iraq, offers a tender for the engineering, supply, erection and commissioning of a plant for the recovery of elemental sulphur, liquified petroleum, and hydrocarbon fractions from gas in Kir Kuk.

The bid deadline is November 16.

Two sets of contract documents each consisting of two volumes (general conditions and specifications) may be obtained from the Embassy of Iraq, 1801 P St., NW., Washington, D.C. for $84.00, or from the Secretary of the Tender Opening Committee, Directorate of Accounts, Ministry of Industry, Baghdad, Iraq, for $84 plus airmail charges.

A copy of the tender documents is available on a short-term loan basis to firms located in the U.S. from the GIE&C Division, BDSA, Rm. 4022, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-5589).

Argentina extends deadline on channel study tenders

The State Secretariat of Public Works (Secretaria de Estado de Obras Publicas) of Argentina has announced that the deadline for submitting bids for the study and planning of a navigational channel connecting the Port of Buenos Aires with Parana de las Palmas River, public tender #3644, (INTERNATIONAL COMMERCE, June 3, p. 25) has been extended from 4:00 p.m. October 1, to 4:00 p.m. November 4.

Specifications covering the study may be obtained for US$72.89 per copy from the Sr. Director Nacional de Construcciones or the Commercial Office of the Argentine Embassy, 1600 New Hampshire Ave., NW., Washington, D.C.

Tenders should be addressed to the Sr. Director Nacional de Construcciones, Portuarias y Vias Navegables, Ing. Roberto P. Maresca, Avda 9 de Julio 1925, Buenos Aires, Argentina, and must be guaranteed by a deposit of US $2,915.

Yugoslavia issues booklet on builder qualifications

One copy of a booklet entitled "Prequalification for the Performance of Work on the Adriatic Road" is available for reference in the Building Materials and Construction Industries Division, BDSA, Department of Commerce, Rm. 4002, Washington D.C., 20230. (Telephone: WO 7-3087).

This booklet lists in detail the requirements for interested firms who may wish to appear on the bidders list for the IBRD-financed portions of the Adriatic Highway. The conditions for "Prequalification" have been approved by IBRD.

Of special interest to U.S. firms is the requirement that a successful U.S. tenderer must engage a Yugoslav representative; presumably on a fee basis, from among Yugoslav agency firms.

Hong Kong asks tenders on fire alarm equipment

Mr. J. Milner, Acting Director, Fire Services Dept., Hong Kong Government, Howe Block, Queen's R.E., Hong Kong, would like to receive suggestions and offers from U.S. manufacturers of alarm devices for fire engines and ambulances.

Mr. Milner is considering the installation of new type devices (in lieu of sirens and bells) on fire engines and ambulances in order to minimize noises in the busy streets of the city.

The Dept. is also studying the possibility of amplifying the existing sirens and bells and would appreciate any suggestions from U.S. firms. Interested U.S. firms may contact Mr. Milner direct, at the address given above.

Inspector Graham J. Green, Marine Police Headquarters, of the Hong Kong Government, Tsimshatsui, Kowloon, Hong Kong, wishes to contact U.S. manufacturers/suppliers of hydroplanes (light speed boats of shallow draft) for use in police patrol duties on mud flats and low water areas. Boats with a seating capacity of 3-4 persons, carrying a complement of radio equipment, light arms, searchlight and other pertinent patrol-type equipment are desired. Interested U.S. firms may contact Mr. Green at the address given above.

Jordan plans enlargement of Amman airport

The Government of the Hashemite Kingdom of Jordan is considering enlargement of the runways and terminal facilities of Amman Airport so as to comply with international standards.

Contracting firms interested in tendering are invited to submit details of their technical and financial resources together with a resume of their past experience with similar type projects to the Vice President, Jordan Development Board, Amman, Jordan, by 12:00 noon September 30, marked "Amman Airport."

The project is estimated to involve approx. $3,000,000, but the terms of payment are unusual in that the successful bidder will be expected to accept payment partly in phosphate, partly on deferred credit terms and partly in cash.

Additional information may be obtained by writing to the Projects Executive Department of the Development Board, Amman, Jordan, or the Consulting Engineers: Messrs. Rendel, Palmer & Tritton, P.O. box 546, Amman, Jordan. Correspondence in English is preferred.

NATO projects in Italy opened to U.S. bidders

Two NATO Projects in Italy estimated to cost a total of approx. $128,000, are open to U.S. bidders under the International Competitive Bidding Procedure of the North Atlantic Treaty Organization.

The first project, No. 188, calls for the construction of seven "Alert" buildings (one for each NIKE site) including the internal plants. The approximate cost is 49,000,000 Lire ($80,000).

Project No. 189, calls for the construction of buildings for rocket storage and testing equipment including electrical, dehumidification and heating plants. Approximate cost is 30,000,000 Lire ($48,000).

U.S. firms interested in bidding should submit applications on a prescribed form before September 27 for project No. 188, and September 28, 1963 for project No. 189, to Ministerio Difesa-Aeronautica, Direzione Generale Demanio, Ufficio Studi-I Sezioni, Rome, Italy.

The prescribed forms are available to eligible U.S. firms from the Commodity Export Promotion Staff, BDSA 111, Rm. 4203, Department of Commerce, Washington, D.C., 20230.

Firms not already certified as eligible to participate in NATO bidding should send a resume of their qualifications to the Commodity Export Promotion Staff as described in a brochure on NATO International Competitive Bidding Program.

Hotel management firm sought by Turkey

The Izmir, Turkey, Chamber of Commerce is financing the construction of a first-class hotel with sea frontage in the best residential district of Izmir.

Construction of the 8-story hotel began last July and is scheduled to be completed in August, 1964. The building will contain 62 double rooms with bath, a restaurant for 150-200 people, a cocktail lounge, club rooms for the Chamber of Commerce, an assembly hall for 150, and 6 small shops, in addition to the lobby, service rooms, and garage. The building will be centrally heated and fully air conditioned.

The Chamber seeks the services of an experienced hotel management firm or of a hotel chain to furnish and run the hotel when completed. The Board of Directors of the Chamber of Commerce prefers an arrangement whereby the firm would lease the hotel, furnish it and run it as a part of an international chain.

Interested firms may write to Mr. Lutfi Kantarci, Director-General, Chamber of Commerce, Izmir, Turkey. Plans of the hotel will be provided upon requests.

Iraq will construct repair-workshop stores

The Directorate General of Planning and Design, Ministry of Municipalities, Baghdad, Iraq, requests bids on the construction of repair-workshop buildings stores with supply of workshop tools and machinery.

The repair-workshop will include a machine shop, blacksmith shop and foundry, welding shop, washing and cleaning shop, electrical repair shop, diesel engine repair shop, painting shop, carpenter shop, and testing shop.

Tender documents, containing bidding conditions and specifications, may be obtained from the Directorate General of Planning and Design, Baghdad, Iraq, upon the payment of $14.00 plus an additional $2.00 to cover air mail postage charges. Closing date is October 15, and bids must be accompanied by a bid guarantee amounting to 5% of the total value of the bid.

One copy of tender document is available for review only in the Metalworking Equipment Division, BDSA, Rm. 4204, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-5652).

Libyan store seeks U.S. merchandise manager

A modern shopping center is under construction in Giorgimpopoli, a suburb of Tripoli, Libya, where many U.S. citizens who are connected with the oil industry live.

This center will have underground storage facilities, a cafe, a barber and beauty shop. A retail store will sell men's and women's apparel, cosmetics, toys, household goods, foodstuffs, especially U.S. canned and processed foods.

Mr. Mohammed Othman Said desires an experienced U.S. merchandising manager to direct this complex and be responsible for buying and selling operations, and he is seeking agencies for the items to be carried in the department store.

Interested U.S. firms may contact Mr. Said direct at Arts and Crafts Bldg., Sharia 24 December or P.O. box 910, Tripoli, Libya. A building plan of the proposed shopping center is available on loan from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230, (Telephone: WO 7-4674).

A WTD report dated July 8 on Mr. Said is available from Commercial Intelligence Division, BIC, Department of Commerce.

Brick-making plants needed for India

The Development Commissioner, Government of West Bengal, Raj Bhavan, Calcutta 1, India, is asking for world-wide tenders for the supply and erection of three complete brick-making plants to be located in the State of West Bengal.

Each plant will manufacture clay building bricks, size 9¾" x 4¾" x 2⅞", either by the plastic process or the semi-dry process.

The plants at Haldia and Kalyani will be capable of producing 75,000, and at Shyampur, 50,000 standard bricks per 8-hr. day operation.

The offer includes excavators, diesel locomotives, boxfeeders, belt conveyors, mixers, high speed rollers, de-aired brick machines, automatic cutting device, lift trucks.

Bid deadline is November 5.

Specifications are available on a short term loan basis to firms located in the U.S. from the General Industrial Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-5589).

Microwave towers asked by Pakistan Government

The Pakistan Telegraph and Telephone Department has issued tender No. Pur. 21-4/63/498 calling for the supply and installation of two microwave towers and dipole and parabolic antennas for East Pakistan, one to be 300 ft. high.

The bid deadline is October 14. The price of the tender specifications is Rs 5/- ($1.05) and must be purchased from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y.

A copy of the tender notice is available on a short-loan basis to firms located in the U.S. from the Electronics Division, BDSA, Rm. 4119, Department of Commerce, Washington, D.C., 20230. (Telephone: WO 7-4036).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign recipients under Agency for International Development (AID) loans and grants. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 1830 B. Telephone: WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

012 Fruit, Tree Nut, Vegetable Farms

TRINIDAD—Carrots, cabbages, beets, tomatoes, celery, in boxes of approx. 50-55 lb.; potatoes, in bags of 100 lb.; onions, in bags of 50 lb. R. Narine, (produce dealer, manufacturers' representative, ship chandler, importer, exporter), 12 & 14 Faure St., Port of Spain, Trinidad. WTD 8/2/63.

145 Clay, Ceramic, Refractory Minerals

BRAZIL—Fuller's earth, crude. Incentivadora Paulista S.A. Indústria e Comércio, Caixa Postal 5456, São Paulo. WTD 9/12/62.

CHILE—Bentonite, for use in laboratories; requests replies in Spanish. Mavinsa - Manufacturera y Proveedora Vitivinicola, S.A., (importer, distributor), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

200 Food

CYPRUS—Food specialties, cocktail snacks, crackers, nuts, canned fish, canned fruit, vegetables, general provision; Importer, wholesaler, manufacturer's representative seeks to act as agent and distributor. Requests replies from manufacturers only. Direct purchase and agent. Sophocle Dimitriades & Son, P.O. box 222, Nicosia. WTD 11/27/62.

NETHERLANDS—Ground nuts, soya oil, in quantities of 100 to 1000 mt.; for shipment to North Africa. Direct purchase and agency. Arab Trade and Tourist Centre, (commission agent), 56 Kloveniersburgwal, Amsterdam.

TRINIDAD—Dried peas, in bags of 100 lb.; canned foods. Requests samples. R. Narine, (produce dealer, manufacturers' representative, ship chandler, importer, exporter), 12 & 14 Faure St., Port of Spain, Trinidad. WTD 8/2/63.

201 Meat Products

GIBRALTAR—Frozen poultry. Vennan Trading Agencies, (importer, exporter), 142 Main St., Gibraltar. Cable: VENNAN Gibraltar.

204 Grain Mill Products

GREECE—Feed supplements, feedstuffs such as soya bean oil meal; exclusive importer-distributor. A Nicolacopoulos & Co., (importer, wholesaler, sales agent), 47 Veranzerou St., Athens. WTD 8/12/63.

HONG KONG—Crushed wheat, in bags and bulk. Lam Sam Kee Trading Co., (importer, exporter), 702 Des Voeux House, 7th Fl., 103-109 Des Voeux Rd., W., Hong Kong. WTD 6/12/63.

TRINIDAD—Poultry feed. Hill Top Poultry Farming Co., Ltd., (poultry farming), Buen Intento Rd., Princes Town, Trinidad. WTD 8/12/63.

208 Beverage Industries

PANAMA—Malt, hops for beer. Rogelio Garcia de Paredes, (manufacturers' representative), P.O. box 637, Panama. WTD 9/3/63.

209 Food Preparations

GREECE—Feed supplements, feedstuffs such as fish meal, meat meal; exclusive importer-distributor. A. Nicolacopoulus & Co., (importer-wholesaler, sales agent), 47 Veranzerou St., Athens. WTD 8/12/63.

210 Tobacco Manufactures

MEXICO—Cigarettes, cigars, pipe tobacco. Direct purchase and agency. Productos de Tabaco, S.A., (importer, wholesaler), Plaza del Ferrocarril No. 11, Mexico 6, D.F. WTD 8/15/63.

220 Textile Mill Products

■ **CONGO REPUBLIC**—Broadcloth, 100% cotton thread sanforized, mercerized; cotton satin, 100% cotton preshrunk; broadcloth, combed; printed broadcloth. Various greige construction, finished widths, weights, threads, total $40,000. Quota No. 1294/01/RAID/I/123. Solbena Scrl, B.P. 1200, Leopoldville. Fas U.S. port.

■ 100% cotton twill mercerized-sanforized in 42/42"; 10,000 yd. khaki color; 100% cotton oxford for shirts, mercerized-sanforized in 38/39"; 20,000 yd. white, 10,000 yd. khaki; 100% cotton combed shirting, sanforized, 37/38"; 10,000 yd. white. Samples of each item should be attached with offers. Fas U.S. port. Quota No. 1294/01/RAID-1/123. Confection Star, Sprl., B.P. No. 182, Leopoldville.

Both the above are for PA#660-541-000-355-3210. U.S. source. Quotations desired by September 30. SBC-361.

GERMANY—Textile fabrics for upholstered furniture and drapery; unbleached fabrics suitable for dyeing, printing. Zimmer & Rohde, (wholesaler), 147 Mainzer Landstrasse, 6 Frankfurt/Main.

Drapery fabrics, window curtain material; tapestries; wholesaler, retailer requests replies in German. Direct purchase and agency for Hesse, Bavaria, Rhineland-Palatinate. Kupsch & Co., 27-29 Alte Gasse, 6 Frankfurt/Main.

Woven and knitted synthetic fabrics, elastic and non-elastic, for blouses, ladies' underwear and children's dresses; laces and lace fabrics of all sorts. Direct purchase and agency. Falk K.G., (wholesaler, exporter, importer, sales agent), 33a Bahnhofstrasse, 6079 Buchschlag Krs. Offenbach.

PANAMA—Cotton rayon mixtures, except suitings. Mr. Rogelio Garcia de Paredes, (manufacturers' representative), P.O. box 637, Panama. WTD 9/3/63.

SWEDEN—Piece goods; spun rayon, printed rayon, cotton/terylene, terylene/rayon, dacron/cotton, nylon chiffons, plain nylon for sportswear, and orlon/wool; requests replies from manufacturers only. Direct purchase and agency. Håkan Lamm, Stora Badhusgatan 1C, Göteborg.

222 Broad Woven Fabric Mills, Man-Made Fiber, Silk

● **BURMA**—Fabrics of man-made fibers:

crepe, 200,000 yd.; taffeta, 100,000 yd.; georgette, 100,000 yd. Tender No. 114 SNI 63, bid deadline October 18. Shangtung, 200,000 yd.; shirting, 300,000 yd.; poplin, 100,000 yd. Tender No. 115 SNI 63, bid deadline October 21. Broadcloth, 100,000 yd.; suiting, 100,000 yd.; fancy piece goods, 200,000 yd. Tender No. 116 SNI 63, bid deadline October 24. Mixed and/or blended fabrics: Lawn, 300,000 yd.; shirting, 200,000 yd.; poplin, 200,000 yd. Tender No. 117 SNI 63, bid deadline October 28. Broadcloth, 200,000 yd.; suiting, 50,000 yd.; fancy piece goods, 200,000 yd. Tender No. 118 SNI 63, bid deadline October 31. Chairman, Civil Stores Committee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 2-4294).

RHODESIA—NYASALAND — Upholstering materials for covering chesterfield suites and occasional chairs, large quantities; also interested in discontinued lines, job lots. J. Pelham, (Pvt.), Ltd., (furniture retailers), P.O. box 1357, Salisbury, Southern Rhodesia. WTD 7/20/63.

224 Narrow Fabrics, other Smallwares Mills; Cotton, Wool, Silk, Man-Made Fiber

GREECE—Gift tying ribbons: rayon, tinsel, printed; cords: metallic; cellophane strips; exclusive importer-distributor. Athanase Politis, (importer-wholesaler, sales agent), 11 Romvis St., Athens. WTD 8/26/63.

227 Floor Covering Mills, Products

GERMANY—Carpets, especially interested in tufting material; wholesaler, retailer prefers correspondence in German. Direct purchase and Agency for Hesse, Bavaria, Rhineland-Palatinate. Kupsch & Co., 27-29 Alte Gasse, 6 Frankfurt/Main.

228 Yarn, Thread Mills, Products

● **BURMA**—Raw silk yarn, 900 bales of 20/22, and 90 bales each of 50/55 50/60, 50/70, 60/80, 70/90, and 60/66. Tender No. 91 Pa/3/63, bid deadline September 30. Chairman, Civil Stores Commitee No. (2), No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 2-4294).

● Grey cotton yarn, count 1/20 DH, CR, breaking strength 85 lb. and above, 18,000 bales. Tender No. 92 Pa/3/63, bid deadline September 30. Chairman, Civil Stores Committee No. (2), No. 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 2-4294).

229 Textile Goods

HONG KONG—Textile, nylon waste materials, polyethylene scraps. T. C. Wong & Co., (importer, exporter), 505 Regent House, or P.O. box 14353, Queen's Rd., C., Hong Kong. WTD 2/28/63.

RHODESIA-NYASALAND—Leather cloth, seat coverings, matting for automobiles; fabrics, including nylons, tapestries, linens, for loose covers. K.P. Upholstery Works, (automobile and furniture reupholsterers), P.O. box 1341, Kitwe, Northern Rhodesia. WTD 7/20/63.

230 Apparel

CYPRUS—Ready-made ladies', men's wear. Direct purchase and agency. Galip Erdil, (importer, retailer, manufacturers' representative), 15-16 Courts Sq. or P.O. box 899, Nicosia. WTD 8/23/63.

232 Men's, Youths', Boys' Furnishings, Work Clothing

ENGLAND—Haberdashery items for distribution in U.K. Direct purchase and agency. C. Birnbaum, Ltd., (manufacturer), 13-15 Ironmonger Row, London, EC.1. WTD 8/7/63.

233 Women's, Misses', Juniors' Outerwear

SWEDEN—Women's, misses' summer dresses in cotton, other materials, jersey dresses, evening gowns; requests replies from manufacturers only. Direct purchase and agency. Håkan Lamm, Stora Badhusgatan 1C, Göteborg.

237 Fur Goods

GERMANY—Fur wear: coats, jackets, stoles. Gerhard Baumgart (manufacturer), 11 Kaiserstrasse, 605 Offenbach/Main.

242 Sawmills, Planing Mills

CYPRUS—Flooring, softwood. Direct purchase and agency. Economides & Roussos Co., (importer, retailer, manufacturers' representative), P.O. box 98, Limassol. WTD 8/22/63.

■ **GREECE**—Douglas fir lumber, No. 2, clear and better, per "R" export list, 2"x4" to 2" x 12", 8'/20' or longer. Approx. $25,000. Prices to be given per 1000' fbm. Cif Piraeus. Loan No. 240-H-028. U.S. source. Quotation deadline October 1. Albanis G. Bros., 10 Psaromiligou St., Athens 113. SBC-364.

252 Office Furniture

CHILE—Office equipment to complement present lines. Direct purchase and agency. Davisco S.A.C., (importer, wholesaler), Bandera 131, Casilla 273-V, Santiago. WTD 8/9/63.

261 Pulp Mills, Products

■ **CHINA**—Prime unbleached sulphate 100% soft wood pulp, 400 mt., same, bleached, 100 mt., prime bleached chemical, same, 200 mt., to certain conditions and specifications. Inquiry No. 6323. PA#484-5912-000-253-3216. U.S. source. Quotation date October 7. Taiwan Chung Hsing Paper Corp., P.O. box 1253, Taipei.★ SBC-361.

■ **PAKISTAN**—Cellulose, unbleached kraft pulp in sheets or in bulk. Approx. $5,000. Offers should be complete, giving percentage of moisture, composition, solubility data, supported with sample. C&f Karachi. Shipment U.S. flag. IL No. 252547. Loan No. 391-H-066. U.S. source. Quotation deadline October 2. Asbestos Cement Industries, Ltd., 203 Muhammadi House, McLeod Rd., P.O. box 5119, Karachi 2. SBC-362.

■ **VIETNAM**—Softwood bleached sulphite woodpulp; hardwood bleached sulphite or sulphate woodpulp; 2400 mt. each. Limited worldwide (901). Quotation deadline September 30. Cong Ty Giay Va Hoa Pham Dong Nai, 17 Ben Chuong Duong, Saigon. Offers to be made for entire or partial procurement and accompanied by samples sufficient for lab tests; complete analysis comprising ash, chlorine number, average fiber length, brightness GE; strength evaluations with indication of testing conditions and testing instrument employed. Prices must be firm for at least 15 days after specified closing date. Offers will be reviewed on c&f basis only. Fob and freight costs, insurance excluded, must be indicated separately. 100% U.S. flag vessels. A copy of each offer is to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. SBC-355.

262 Paper Mills, Products

■ **CONGO**—Blue sulphite wax kraft waterproof paper 16½x15", 380,000 sheets; cigarette paper, 28 m/m x 6,000 m., verge semi-combustible. 29 gr. min., single dandy, 6,820 bobbins; cigarette packet labels, Albert Forte, 24 million, Quota No. 33 S-3. Quotation deadline September 30. Compagnie Congolaise des Tabacs, S.C.R.L., B.P., 621, Leopoldville. Cable, CIGARETTE, Leopoldville. A limited number of samples are available from the Office of Small Business, Rm. 2119, Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C. SBC-361.

■ **INDIA**—Raw materials for manufacture of alternator, ALE-51018; generator, GJP-7402A; and starting motors MDU-7013 and MDU-7004; 22 items. Various descriptions, specifications, quantities. Loan No. 217. U.S. source. Quotation deadline September 30. IL No. A.586678/61/AU-DW/CCI/HQ/RM. Ref. No. 65(321)/63-AID(1). Globe Auto Electricals, Ltd., Green's Mansions, Gateway of India, Bombay.★ SBC-360.

PAKISTAN—Paper packaging material for packaging of products of surgical instrument manufacturing plant: packing paper, kraft paper, tissue paper, polythene paper, butter paper. The Union Surgical Co. "Excelsior Works," (manufacturer of surgical instruments), Cort Rd., Sialkot City. WTD 8/29/63.

264 Converted Paper, Paperboard Products

CYPRUS—Gift wrapping paper, inexpensive. Direct purchase and agency. Rainbow Agencies, (importer, retailer, manufacturer's representative), P.O. box 580, Onasagoras-Aristotelis St., Nicosia. WTD 8/21/63.

Paper tissues, napkins, serviettes. Direct purchase and agency. Economides & Roussos Co. (importer, retailer, manufacturers' representative), P.O. box 98, Limassol. WTD 8/22/63.

GERMANY—Wallpaper; wholesaler, retailer requests replies in German. Direct purchase and agency for Hesse, Bavaria, Rhineland-Palatinate. Kupsch & Co., 27-29 Alte Gasse, 6 Frankfurt/Main.

GREECE—Fancy paper for gift wrapping; exclusive importer-distributor. Athanase Politis, (importer-wholesaler, sales agent), 11 Romvis St., Athens. WTD 8/26/63.

GUATEMALA—All kinds of stationery; office, school supplies; all kinds of paper. Arimany & Compañía, Ltda., 8a. Calle 10-38, Zona 1, Guatemala City, C.A. WTD 9/4/63.

PAKISTAN—Color wrapping and cellophane paper. Direct purchase and agency. Lahore Book Depot, (importer, distributor), 65 The Mall, Lahore. WTD 8/19/63.

265 Paperboard Containers, Boxes

ENGLAND—Packaging for frozen foods, particularly novelties. Mediate Meals, Ltd., (manufacturer), Mediate House, Lundy St., London, W.6. WTD 8/6/63.

266 Building Paper, Building Board Mills, Products

CHILE—Hardboard. Maderas Prensados Cholguan S.A., (manufacturers), Augustinas 1070, Casilla 13232, Santiago. WTD 8/22/63.

272 Periodicals

NETHERLANDS—Interested in importing all sorts of scientific and technical periodicals, magazines. M.F. van Piere, Wetenschappelijke Boekhandel, Rechtestraat 62, Eindhoven. WTD 8/27/63.

PAKISTAN—Magazine, periodicals. Direct purchase and agency. Lahore Book Depot, (importer, distributor, printer), 65 The Mall, Lahore. WTD 8/19/63.

273 Books

CHILE—Technical, scientific books; requests replies in Spanish. Direct purchase and agency. The University Society Chilena, Ltda., (importer, wholesaler), Santo Domingo 863, Santiago. WTD 8/12/63.

ECUADOR—Textbooks in Spanish. Librería Científica, S.A., Luque No. 223, P.O. box 362, Guayaquil. WTD 8/14/63.

GERMANY—New and second hand English and other foreign language text books; text books on American, English, French, Spanish literature; periodicals on medicine, mathematics. Request price quotations c.i.f. European ports. Richard Schwarzbold, Buchhaendler und Antiquar, 52 Geltorfstrasse, 5301 Witterschlick bei Bonn, WTD 8/28/63.

NETHERLANDS—Interested in importing all sorts of scientific and technical books. M.F. van Piere, Wetenschappelijke Boekhandel, Rechtestraat 62, Eindhoven, WTD 8/27/63.

PAKISTAN—Books of all sorts for schools, colleges; also technical books on engineering, medicine, law, radio, electricity, building, construction. Direct purchase and agency. The Panjab Religious Book Society, (importer, distributor, printer), Anarkali, Lahore. WTD 8/19/63.

Children's books. Direct purchase and agency. The Punjab Religious Book Society, (importer, distributor, printer), Anarkali, Lahore. WTD 8/19/63.

274 Publishing

NIGERIA—Picture postcards to be made from photographs to be supplied by Mr. Okorie; requests samples and price quotations (preferable in pounds sterling c.i.f. Nigeria), along with instructions for preparing photographs from which cards can be manufactured; expects to order approx. 10,000 of ten different views. Emmanuel C. Okorie, 7 Ogunbiyi Lane, Enugu. WTD 9/3/63.

PAKISTAN—Maps, charts for school and college use. Direct purchase and agency. Lahore Book Depot, (importer, distributor, printer), 65 The Mall, Lahore. WTD 8/19/63.

Books: technical, medical reference, college, school. Direct purchase and agency. Lahore Book Depot, (importer, distributor, printer), 65 The Mall, Lahore. WTD 8/19/63.

275 Commercial Printing

ECUADOR—Separation screen negatives for lithographic offset plates. Litografía e Imprenta "La Reforma" Jacinto Jouvin Arce e Hijos, (importer, manufacturer), Luque No. 219, P.O. box 19, Guayaquil. WTD 8/8/63.

Wall calendars, allied lines. Litografía e Imprenta "La Reforma" Jacinto Jouvin Arce e Hijos, (importer, manufacturer), Luque No. 219, P.O. box 19, Guayaquil.

277 Greeting Card Manufacturing

ECUADOR—Christmas cards in Spanish. Litografía e Imprenta "La Reforma" Jacinto Jouvin Arce e Hijos, (importer, manufacturer), Luque No. 219, P.O. box 19, Guayaquil. WTD 8/8/63.

IRELAND—Christmas cards: will consider cards boxed or unboxed, printed or unprinted. Since he has a small printing operation he would consider importing blanks with only art work provided by supplier as duty would be considerably less. *Envelopes not essential.* Supplies would have to be offered at c.i.f. Samples should be provided. Thomas A. Shanley, 28 Connolly Gardens, Inchicore, Dublin 8. WTD 4/11/63.

PAKISTAN—Christmas and greeting cards. Direct purchase and agency. The Punjab Religious Book Society, (importer, distributor, printer), Anarkali, Lahore. WTD 8/19/63.

280 Chemicals

BRAZIL—Lead arsenate, White arsenic, Benzene hexachloride (lindane). Incentivadora Paulista S.A. Indústria e Comercio, Caixa Postal 5456, São Paulo. WTD 9/12/63.

CHILE—Potassium ferrocyanide, tannins for stabilizing white wines, metatartrate acid, woodworking granulated glue, for use in laboratories; requests replies in Spanish. Mavinsa—Manufacturera y Proveedora Vitivinicola S.A., (importer, distributor), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

CYPRUS—Insecticides, aerosol, disinfectants, deodorants. Direct purchase and agency. Economides & Roussos Co., (importer, wholesaler, manufacturers' representative), P.O. Box 98, Limassol. WTD 8/22/63.

GUATEMALA—Essential oils; color pigments, for the manufacture of cosmetics, perfumes. Miguel Angel Jop Sucesores—"Perfumería Cuatro Rosas." 11 Avenida 1-47, Zona 1, Guatemala City, C.A. WTD 8/22/63. Correspondence preferred in Spanish.

MEXICO—Chemical raw materials for industrial, agricultural, pharmaceutical uses. Direct purchase and agency. Dr. Jose Polak, S.A., (importer, wholesaler, sales agent), Apartado Postal 4981, Sandal y Azahares, Mexico, D.F. WTD 8/15/63.

281 Industrial Chemicals

■ **BOLIVIA**—Chemical preparations, such as, gasoline red dye, in flakes, anhydrous ammonia, ferrous sulfide, manganous chloride, fuchsin acid, seaming compound, in various quantities; flanges, rubber washers, red and black paint, refractories specialties. Invitation No. 98. PA No. 511-898-256-2201. Limited worldwide (898). Bid deadline October 4. Yacimientos Petroliferos Fiscales Bolivianos, Apartado Correo No. 401, La Paz. Detailed specifications, special instructions, conditions and bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Rm. 218, Attn: Mr. Gonzalo Saenz, Washington, D.C. SBC-359.

BRAZIL—Iron oxide (yellow); iron oxide pigments; zinc oxide; potash caustic (scaled and fused); caustic soda (scaled and fused); toluene; xylene. Incentivadora Paulista S.A. Industria e Comercio, (importer, wholesaler, manufacturer), Caixa Postal 5456, Sao Paulo. WTD 9/12/62.

Butyl acetate, normal and secondary; ethyl acetate; sodium acetate; potassium metabisulfate; acetone; boric acid, granulated and powdered; citric acid; chromic acid, scaled and powdered; phosphoric acid 85%; lactic acid; oxalic acid; tartaric acid, granulated and powdered; hydrogen peroxide 130 vols.; butyl alcohol; maleic anhydride, briquettes; sodium benzoate, edible and pharmaceutical; ammonium bicarbonate; sodium bicarbonate, refined, industrial; potassium bichromate; sodium bichromate; sodium bisulfite; borax; ethylene glycol monethyl; barium carbonate, precipitated; calcium carbonate, extra-light; magnesium carbonate, extra-light; nickel carbonate; ethylene glycol monobutyl ether; copper cyanide; potassium cynamide; sodium cyanide, balls and powder; zinc cyanide; sodium cytrate, pharmaceutical; ammonium chloride; barium chloride. Incentivadora Paulista S.A. Industria e Comercio, (importer, wholesaler, manufacturer), Caiza Postal 5456, Sao Paulo. WTD 9/12/62.

● **CEYLON**—Aluminum sulfate for sizing paper, kibbled or flake form, containing a min. of 17% Al_2O_3 and max. of 0.75% Fe_2O_3 and 0.15% of insoluble matter, to be packed in new jute bags or multi-ply kraft paper bags; 225 lt., in 3 equal shipments of 75 tons, immediately, December, 1963, and January 1964. Bid deadline October 8. The Chairman, Eastern Paper Mills Corp., 6 Albert Crescent, P.O. box 1367, Colombo.★ (Telephone: WO 7-3468).

■ **CHINA**—Sodium tripolyphosphate low grade tr, 50,000 lb.; benzotriazole-technical, 250 lb., in triotex bags of 100 lb. each and iron drums of 125 lb. each. Ref. No. BOC-00150.

■ Sodium tripolyphosphate low tr grade, 509,600 lb.; alkane 56, 350,000 lb.; sodium carboxymethyl cellulose, 5,000 lb., in triotex bags of 100 lb., new iron drums, 400 lb. each, and paper bags, 50 lb. each, respectively. Ref. No. BOC-00151.

■ Alkane 56, 88,400 lb.; sodium tripolyphosphate, 110,200 lb.; sodium carboxymethyl cellulose, 1,000 lb.; benzotriazole-technical, 125 lb., in iron drums of 400 lbs. each, paper bags 100 lb., each, or 50 lb. each, iron drums of 125 lb. each. BOC-00152.

All the above are for PA#484-390-000-253-3213. Quotations desired by September 29. Lee Tai Chemical Co., 57 Chung King S. Rd., Section 1, Taipei. SBC-361.

GREECE—Chemicals for use in refining olive oil and for use in the soap manufacturing industry. Direct purchase and agency. P. C. Tracadas, (sales agent), 4 Irakliou St., Athens. WTD 8/19/63.

■ **INDIA**—Dye intermediates. Loan No. 386-H-082. U.S. source. Quotation deadline September 30. Mr. S. S. Ayyangar, Under Secretary (AID Section), Ministry of Commerce & Industry, New Delhi. All requests for further information should be directed to the buyer. SBC-360.

NEW ZEALAND—Aerosol can filling equipment for use with various products including fluorcarbon; requests prices and other particulars. Gollin and Co., Ltd., (importers, exporters, merchants), P.O. box 794, Wellington. WTD 6/24/63.

■ **PAKISTAN**—Tetra ethyl lead, q. yellow 1 fluid, approx. 185 btls., 120,000 cc. each. Supply should be in normal size barrels of approx. 45 i.g. capacity. Loan No. 391-H-056. U.S. source. Quotation deadline September 29. S/A No. RM 041817. The Attock Oil Co., Ltd., P.O. box 4832, Dunolly Rd., Writers Chambers, Karachi. SBC-360.

■ Accelerators for rubber industry; antioxidants; softeners, plasticizers; ammonia solution; benzoic acid; formaldehyde; silicones; long list. $11,300. Loan No. 391-H-066. U.S. source. Quotation deadline September 29. IL No. 346115. Sind Auto Engineering Co., Bunder Rd., P.O. box 7116, Karachi.★ SBC-360.

282 Synthetic Materials

GERMANY—Polyester, polyether materials. Dr. W. Scheermesser & Co. K.G., (manufacturer), 2 Asbacher Strasse, 546 Linz/Rhein. WTD 12/20/61.

■ **GREECE**—Polyethylene compound for blowing molding, 150,000 lb. Quotations per lb. Cif Piraeus. Quotation deadline October 3. Loan No. 240-H-028. U.S. source. Plastics Industry Stam. G. Stanotas, Ag. Antoniou St. 3, Patissia, Athens. SBC-364.

■ Cotton, dacron, rayon tissues. Approx. $25,000. Cif V. Philippou, S. Vouzas & Co., 6 Leocharous St., Athens.

■ Rayon linings, remnants ½-5 yd., 20,000 lb.; same, ¼-1 yd.; nylon markiseta 45″ wide, 10,000 yd.; nylon sheers, 45″ wide, 10,000 yd.; satin, 45″ wide, 12,000 yd.; nylon sheers 60″ wide, 10,000 yd.; dacron/rayon 60″ wide, 2,000 yd.; dacron/wool 60″ wide, 7,000 yd.; Cif Salonica. S. Bitran & Co., 5 Solomou St., Salonica.

Both the above for loan No. 240-H-028. U.S. source. Quotation deadline October 1, SBC-364.

GUATEMALA—Desires plastic material for the manufacture of film. Arimany & Compañía, Ltda., 8a. Calle 10-38, Zona 1, Guatemala City, C.A. WTD 9/4/63. Correspondence preferred in Spanish.

HONG KONG—Polyester staple fiber; requests replies from manufacturers only. New China Mercantile Co., (importer, exporter), Kayamally Bldg., 3rd fl., 20 Queen's Rd. C., Hong Kong.

MOROCCO—Vinyl chloride-acetate in sheets for phonograph records manufacturing; requests replies in French. Société Orikaphone, (importer), 10, rue de la Victoire, Roches-Noires, Casablanca.

283 Drugs

BRAZIL—Arabic gum. Incentivadora Paulista S.A., Indústria e Comércio, Caixa Postal 5456, São Paulo. WTD 9/12/63.

Castor oil. Incentivadora Paulista S.A., Indústria e Comércio, Caixa Postal 5456, São Paulo. WTD 9/12/62.

GREECE—Proprietary medicines, antibiotics, veterinary medicines, vaccines; exclusive importer-distributor. A. Nicolacopoulos & Co., (importer-wholesaler, sales agent), 47 Veranzerou St., Athens. WTD 8/12/63.

GUATEMALA—Pharmaceuticals, medicines, all sorts. Industria Farmaceútica, S.A., Apartado Postal 108, 1a. Calle 3-28, Zona 9, Guatemala City, C.A. WTD 7/18/63. Correspondence preferred in Spanish.

MEXICO—Chemical raw materials for the pharmaceutical industry. Direct purchase and agency. Laboratorios Brovel, S.A., (importer, wholesaler, manufacturer), Zamora 159, Mexico 11, D.F. WTD 7/25/63.

■ **PAKISTAN**—Asperin, 3 tons; caffein, 100 lb.; aminoplyline, 50 kg.; dextrose, 3 tons; lactose, 1 ton; mag. stearate, 500 kg.; menthol, 350 lb.; phenobarbitone, 100 kg.; prednisolone, 1 kg.; soda bicarb, 10 tons, pulvis ipecac, 20 kg.; phenacetin, 1000 kg.; iodine, 100 lb.; pot. iodide, 100 lb.; xylol, 200 lb.; mag. silicate, 3 tons; dried yeast, 1 ton; lab chemicals; vitamins, all sorts. IL No. 162409. Quotation deadline September 29. Allies Chemical Industries, L.T. 26-A, Landhi Industrial Area, Karachi.

■ Dextrose 5% in water U.S.P., packed 1,000 ml, 1,000 units; dextrose 5% in saline - sodium chloride - U.S.P., packed 1,000 ml, 2,000 units; gerilets filmtabs, 15 tabs., 377 units; eutonyl 10 mg. filmtab and eutonyl 25 mg. filmtab, each 15 tabs., 2,000 units; peganone 500-mg. tablets, packed 500 tablets, 36 units; ioquin suspension, 4 oz., 1,000 units; norisdrine syrup with calcium iodide, 90 ml, 500 units; vi-daylin drops, packed 15 ml, 1,000 units. IL No. 251195. Quotation deadline September 30. Sorabjee Patel & Co., 45 Badri Bldg., McLeod Rd., Karachi 2, W.

Both the above for loan No. 391-H-066. U.S. source. SBC-360.

■ Progesterone, injectable, 2000 vials; procaine penicillin, 10,000 vials; dihydrostreptomycin sulphate powder, 1 gm. and 5 gm., 10,000 vials each; vitamins, various; milk of magnesia; cod liver oil. Long list, various descriptions, quantities. Loan No. 391-H-066. U.S. source. Quotation deadline October 2. IL No. 235592. C&f Karachi. Crescent Trading Co., Hussain Mansion, Shahalam Market, Lahore.★ SBC-362.

SINGAPORE—Veterinary preparations; requests replies from manufacturers only with price quotations cif Singapore. Direct purchase and agency. Liang Hai Trading Co., 842 Bukit Timah Rd., Singapore 23. WTD 8/28/63.

VENEZUELA—Veterinary preparations. Sindicato de La Leche S.A., Calle Valencia 13, Maracay, Edo. Aragua. WTD 8/9/63.

284 Soaps, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Toilet Preparations

CYPRUS—Polishes, waxes, liquid for vinyl asbestos floor-tiles, detergents, cleaning preparations for kitchen utensils. Direct purchase and agency. Economides & Roussos Co., (importer, wholesaler, manufacturer's representative), P.O. Box 98, Limassol. WTD 8/22/63.

IRAQ—Cosmetics, toilet preparations, perfume Abbas Haj Reda Zahid Store, Pharmacists St., Ashar, Basra. WTD 8/24/63.

285 Paints, Varnishes, Lacquers, Enamels

● **CEYLON**—Fortified rosin size, 190 lt. Bid deadline October 8. The Chairman, Eastern Paper Mills Corp., P.O. box 1367, Colombo 1.★ (Telephone: WOrth 7-3512).

● **HONG KONG**—Paints, enamels, various colors, 3930 pints, 8495 gal. Bid deadline October 4, noon. Secretary, Tender Board, Colonial Secretariat, Hong Kong.

INDONESIA—Tropical resistant finishing materials, interior, exterior. Ir. Thung Liong Peng, P. N. Adhi Karja, (builder), Djalan Nusantara 39, Djakarta. WTD 8/23/63.

JAPAN—Industrial product finishes, requests replies from manufacturers with price quotations CIF Japan. Direct purchase and agency. Japan Merchandise Supply Co., Ltd., (export-import co.), Nagoya Showa P.O. box 10, Nagoya. WTD 8/63.

286 Gum, Wood Chemicals

BRAZIL—Methanol, Pine oil. Incentivadora Paulista S.A., Indústria e Comércio, Caixa Postal 5456, São Paulo. WTD 9/12/62.

Sulfate turpentine. Incentivadora Paulista S.A. Indústria e Comércio, Caixa Postal 5456, São Paulo. WTD 9/12/62.

287 Agricultural Chemicals

● **BURMA**—DDT (25%), 225,000 imp. gal.; endrin (19.5%), 40,500 imp. gal.; malathion (50%), 37,500 imp. gal.; sulfenetts, 1,200 imp. gal.; aldrin dust (2.5%), 36 m.t.; cymag, 3 m.t.; zinc phosphide, 3 m.t.; argosan, c.n. powder, 4 mt.; perenoy, 4 imp. gal.; D.D.T. (75% dust), 30 mt.; aretar 6, 2 mt.; sevin (85% sprayable), 1 m.t., or any equivalent products for above items; ammonium sulfate, 18,000 mt.; ammonium phosphate, 18,000 mt.; triple superphoshate, 54 mt.; muriate of potash, 245 mt.; urea, 205 mt. Tender No. 25/Pa/5 P. 63, bid dealine September 30. The Chairman, Civil Stores Committee No. (2), Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 7-3910).

● **GREECE**—Copper oxychloride—zineb formulation, 50 mt.; zineb dust concentrate, 5 mt.; diazinon, 60% e.c., 1 mt.; lebaycid, 50% e.c., 500 kg.; stam F-34, 2 mt. Tender No. 1783, bid deadline October 3. Agricultural Bank of Greece, 12-14 Karageorgi Servias St., Athens.★ (Telephone: WOrth 7-3910).

● **IRAN**—Zineb, 200 mt., maneb, 50 mt., bid deadline October 4. Iranian Tobacco Monopoly, Teheran.★ (Telephone: WOrth 7-3910).

SINGAPORE—Insecticides, fungicides; requests replies from manufacturers only with price quotations cif Singapore. Direct purchase and agency. Liang Hai Trading Co., 842 Bukit Timah Rd., Singapore 23. WTD 8/28/63.

● **SYRIA**—Maneb, wettable powder, 340 mt., bid deadline September 29. Ministere De l'Economie, Monopole Des Tabacs and Tombacs, Direction Generale, rue Salhie, B.P. 616, Damascus.★ (Telephone: Worth 7-3910).

289 Chemical Products

BRAZIL—Carbon black. Incentivadora Paulista S.A., Indústria e Comércio, Caixa Postal 5456, São Paulo. WTD 9/12/63.

GUATEMALA—Printing inks, glues, other materials for the printing industry. Arimany & Compañía, Ltda., 8a. Calle 10-38, Zona 1, Guatemala City, C.A. Correspondence preferred in Spanish. WTD 9/4/63.

PAKISTAN—Lithographic ink, all colors. Direct purchase and agency. The Punjab Religious Book Society, (importer, distributor, printer), Anarkali, Lahore. WTD 8/19/63.

291 Petroleum Refining

BRAZIL—Paraffin wax, refined, several grades. Incentivadora Paulista S.A., Indústria e Comércio, Caixa Postal 5456, São Paulo. WTD 9/12/62.

CHILE—Paraffin paste. Maderas Prensadas Cholguan S.A., (manufacturers), Agustinas 1070, Casilla 13232, Santiago. WTD 8/22/63.

Paraffin paste. Tomas Castilla & Cia, Ltda., (manufacturers), Andes 4358, Casilla 5512, Santiago. WTD 8/16/63.

MOROCCO—Refined paraffin in bars point 143/148°F.amp, in double jute bags of 75 kilos net or in cartons of approx. 29 kilos; in 200 mt shipments 4 times yearly; importer requests replies in French. Maghreb-Bougies, (Héritiers Abenmoha), 13, rue Mostafa el Maani, Casablanca.

301 Tires, Tubes

CYPRUS—Tires, tubes; importer retailer, manufacturer's representative requests replies from manufacturers only. Direct purchase and agency. Glafcos D. Hadjimitses, P.O. box 55, Paphos. WTD 8/19/63.

306 Fabricated Rubber Products

CYPRUS—Floor tile, flooring sheets, rubber. Direct purchase and agency. Economides &

Roussos Co. (importer, retailer, manufacturers' representative), P.O. box 98, Limassol. WTD 8/22/63.

■ **INDONESIA**—Permalife battery separators, 5½" high, 5 13/16" width, .065 thick, 58,000 pcs. Invitation No. 497-175—SM/T/AID/0121. Loan No. 497-K-013. U.S. source. Bid deadline September 30. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y., where specifications, terms, conditions are available. SBC-364.

■ Battery boxes complete with covers and plugs, product of American Hard Rubber, for accumulators mark, "Simson," each with one cell or more, wgt. of each, not over 20 kg., dry wgt., various, 31,000 pcs. Permalife glass fiber separators, 137 x 148 x 2 mm., 2,000,000 pcs.; same, but 149 x 148 x 2 mm, 500 pcs. Invitation No. 497-172-SM/T/AID/0190. Loan No. 497-K-013. U.S. source. Microporous rubber battery separators, "AceOsil" brand, 5¼" height, 5 13/16" width, .085" thick, 92,000 pcs. Invitation No. 497-175-SM/T/AID/0121. Microporous rubber battery separator, "Ace-Sil" brand, size 5¼" high, 5 13/16" wide, .068" thick, 109,224 pcs.: same except .075" thick, 133,155 pcs.; .085" thick, 119,448 pcs. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y., where specifications, terms, conditions are available. Bid deadline September 30. SBC-364.

■ Ace-Sil brand micro-porous battery separators, mipor, 5¼" high x 5 3/16" wide x .075" thick per 1000 pcs., 351,045 pcs. Invitation No. 497-64-SM/T/AID/0727. Loan No. 497-K-013. Bid deadline September 30. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y., where specifications, terms, conditions are available. SBC-364.

307 Plastics Products

CYPRUS—Household plastic kitchenware, tableware, other household plastic items; importer, retailer, manufacturers' representative requests replies from manufacturers only. Direct purchase and agency. Angelides & Philippou, 11 Regaena St., Nicosia. WTD 8/23/63.

Floor covering vinyl sheet. Direct purchase and agency. Economides & Roussos Co., (importer, wholesaler, manufacturer's representative), P.O. box 98, Limassol. WTD 8/22/63.

ENGLAND—Fancy plastic material or other household products in plastic; seek bulk purchase for cutting and distributing in U.K. through wholesalers. The Rapid Cutting Co., Ltd., (manufacturer, importer), 113 Winnington Rd., Rainham, Essex. WTD 7/1/63.

GERMANY—PVC floor covering, including vinyl asbestos tiles; requests replies in German. Direct purchase and agency for Hesse, Bavaria, Rhineland-Palatinate. Kupsch & Co., (wholesaler, retailer), 27-29 Alte Gasse, 6 Frankfurt/Main.

311 Leather Tanning, Finishing

GERMANY—Leather suitable for leather wear, especially sheep skin, velour, nappa leather; manufacturer requests replies in German. Bernhard Stojanik 102 Weiskirchenstrasse, 6054 Juegesheim n. Offenbach.

JAPAN—Alligator leather, tanned, colored. Asia Trading Co., Ltd., (importer, exporter), Rm. 45, Tiger Bldg., 13 Katsura-oho, Taito-ku, Tokyo.

Scraps of alligator, snake, other reptile skins. General Merchandise Corp., (importer), 403 Fukoku Bldg., Uchisaiwai-cho, Chiyoda-ku, Tokyo.

312 Industrial Leather Belting, Packing

PAKISTAN—Belting for machinery and belt laces. The Union Surgical Co. "Excelsior Works," (manufacturer of surgical instruments), Court Rd., Sialkot City. WTD 8/29/63.

313 Boot, Shoe Cut Stock, Findings

PANAMA—Shoe findings. Rogelio Garcia de Paredes (manufacturers' representative) P.O. box 637, Panama. WTD 9/3/63.

322 Glass, Glassware

CYPRUS—Tableware, glass, kitchenware, glass. Importer, retailer, manufacturer's representative. Requests replies from manufacturers only. Direct purchase and agency. Angelides & Philippou, 11 Regaena St., Nicosia. WTD 8/23/63.

GUATEMALA—Glass jars, bottles for packaging cosmetics, perfumes. Requests replies in Spanish. Miguel Angel Jop Sucesores—"Perfumería Cuatro Rosas," 11 Avenida 1-47, Zona 1, Guatemala City, C.A. WTD 8/22/63.

Glass jars and bottles for packaging cosmetics and perfumes. Bernardino Escaler—"Perfumería Walkyria," 6a. Calle 6-43, Zona 10, Guatemala City, C.A. WTD 8/27/63.

326 Pottery

CYPRUS—Porcelain, china household kitchenware; poreclain tableware, decorated and undecorated; importer, retailer, manufacturers' representative requests replies from manufacturers only. Direct purchase and agency. Angelides & Philippou, 11 Regaena St., Nicosia. WTD 8/23/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

BRAZIL—Fuller's earth, ground, treated. Incentivadora Paulista S.A., Indústria e Comércio, Caixa Postal 5456, São Paulo. WTD 9/12/62.

CHILE—Infusorial earth, for use in laboratories; requests replies in Spanish. Mavinsa-Manufacturera y Proveedora Vitivinicola S.A., (importer, distributor), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

CYPRUS—Vinyl asbestos floor coverings. Direct purchase and agency. Economides & Roussos Co., (importer, retailer, manufacturer's representative), P.O. Box 98, Limassol. WTD 8/22/63.

ENGLAND—99% fused silica powder, 30 mesh down to fines; upwards of 3¼ tons weekly. Mr. J. A. Martin, Cannon Industries, Ltd., (manufacturer), Deepfields, Bilston, Staffordshire. WTD 8/16/63.

PAKISTAN—Polishers, grinders, coated abrasives; electroplating polishes, composition, salts, emery paper, emery cloth, emery grain, flour, grinding wheels, polishing mops, fiber brushes. The Union Surgical Co. "Excelsior Works," (manufacturer of surgical instruments), Court Rd., Sialkot City. WTD 8/29/63.

331 Steel Mill Products

■ **CHINA**—Stainless steel seamless tube and pipe in various sizes, small quantities. Invitation No. CP2-1813-2. PA No. 484-660-000-253-3217. U.S. source. Bid deadline September 30. Central Trust of China, Purchasing Dept., 68 Yen Ping Nan Rd., Taipei. Cable: TRUSTPUR, Taipei. Detailed specifications, special instructions, conditions may be obtained from Mr. Joseph C. Wei, Acting Director, Division for the Central Trust of China, Chinese Government Procurement and Services Mission, Rm. 2123, 61 Broadway, New York, N.Y. SBC-359.

● **GREECE**—Steel pipe, 12" dia. x 3/16" wall, 10,000 lm.; 20" x ¼" wall, 5,000 lm.; 24" x ¼" wall, 5,000 lm. to standard specification C-202-49. American Water Works Assn. 8 to 12 meters in length. Tender No. 978, bid deadline October 21. Greek Water Works, 4 Kolokotroni St., Athens.★ (Telephone: WO 7-2363).

■ Stainless steel sheets, type 430, No. 2B finish rigidized in patterns No. 6 WL and No. 2 FL, waterproof wrapped and packed on wooden skids, fas, 21,000 lb.; cold rolled stainless steel sheets in coils, type 43 classification No. 24, 7,000 lb.; stainless steel sheets, type 430-230B finish, annealed and soft stretcher levelled and re-squared before packing each sheet paper interleaved classification No. 14, 6,000 lb.; To certain payment conditions. Quotation date October 1. Factory Refrigerators, Melissa—Nic Lawdas, 60 Almirou St., Volos. Cable quotations acceptable. Loan No. 240-H-028. U.S. source. SBC-264.

HONG KONG—Stainless steel cuttings, in cold-rolled, full-softened and descaled condition; type 302/304—18/8 non-magnetic, 8 in. and up; thickness bwg 19, 20, 22, 24, 26. Wellwin Trading Co., (importer, exporter), 124 Bonham Strand E., Hong Kong. WTD 12/28/62.

■ **INDIA**—Boiler tubes, hot finished seamless or electric resistance welded, 3¼" o.d., 8 swg, various lengths and quantities; hot finished seamless cold steel or electrically welded pipes for high pressure steam to withstand pressure of 25 kg./sq. cm., bores 400, 250, 175, 150, 100 mm., thicknesses 12, 8, 6 or 8, 5 or 4, 7 or 8 mm., corresponding quantities 25, 50, 40, 50, 100 meters; electrical instruments, such as triple pole contactors, double pole contactors, geared electric motor, various specifications, 10, 20 each; instruments and valves, various descriptions, quantities. Loan No. 217. U.S. source. Quotation deadline September 30. IL No. A 593377/61/AU-DW/CCI/HQ/RM. Ref. No. 65(116)/62-AID I. The K.C.P., Ltd., 38 Mount Rd., Madras 6. Cable, KECEPE, Madras.★ SBC-358.

■ M.S. sheets, cold rolled, general purpose grade, bright, deep drawing quality, CRI/GP, to BS.1449EN 2A1, 1250mm.x990mm.x 24 bg, $7,000; cold rolled sheets, vitreous enameling grade, CR3/VE, deep drawing quality, to BS. 149EN 2A, .1275mm.x 1000mm.x 20 bg, $15,000. Cif. In metal packages of approx. 3500 lb. gross. IL No. DL/55/254/03 1 01/0100 and 0099. M/s. Philips, India, Ltd., 7, Justice Chandra Madhab Rd., Calcutta 20. Cable, PHILILITE, Calcutta.

■ Steel wire rods, high carbon, prime quality, carbon 0.45% and over, approx. $63,000. IL No. DL/82/11/03101/33. Tensile Steel Ltd., 198 Churchgate Reclamation, Jamshedji Tata Rd., Bombay 1. Cable, TENSILWIRE, Bombay.

Both the above for loan No. 386-H-082. U.S. source. Quotation deadline October 3. SBC-357.

■ Stainless steel sheets, aisi 316, buffed and ground to obtain mirror polish, for use in chemical and pharmaceutical equipment; 8' x 4' x 14 swg, 1/8", 3/16", ¼", 3/8"; quantities 6, 15, 13, 15, 4 pcs. $12,600. F.o.b. Loan No. 217. U.S. source. Quotation deadline October 2. IL

No. DL/55/283/03301/0023. Sarabhai Machinery, Karamchand Premchand, Pvt., Ltd., Wadi Wadi, P.B. no. 72, Baroda. SBC-357.

■ Hot drawn bars, .073", .114", .135", .197", .229", .332", 8300 kg.; decarb-free rods, 11/16", 15/16", 1", 1¼". 10,000 kg; all sixix high-speed steel. Quotation deadline October 2. IL No. DL/82/528/02201/0006. C.i.f. The Indian Tool Manufacturers, Ltd., 101 Sion Rd., Sion, Bombay 22. Cable, ITOOLS, Bombay Sion.

■ Cold rolled steel sheets, drawing quality, 36 x 96, gauges 19 and 20, 40,000 lb. each; hot rolled plain galvanized steel sheets, commercial quality, 36 x 96, gauges 16 and 20, 15,000 lb. each. All for manufacture of cabinet panels and air ducts. Quotation deadline October 4. IL No. DL/55/201/03 1 01/0213. American Refrigerator Co., Ltd., 12D, Park St., Calcutta 16.

Both the above for loan No. 386-H-082. U.S. source. SBC-357.

■ High carbon steel rounds, 1½" dia., 3000 lb.; high speed steel squares, ½", ⅝", ¾", ⅞", 800 lb.; steel rounds, dia. 1½", 1⅝", 1⅞", 2¾", approx. 26,000 lb.; steel flats, 5/16" x 1¼", 3" x 1", 3" x 1¼", 4,000 lb. IL No. DL/55/661/03 3 01/0077. M/s. New Bemco Engineering Products, Pvt., Ltd., P.O. Udyambaug, Gelgaum.

■ Tool and alloy steel for manufacture of press tools, jigs, fixtures, dies for pressure die castings, moulds for plastics and bakelite; approx. $8,000. C.i.f. IL No. DL/55/7/03201/0022. Alu Capsules, Ltd., I.C. House, Dougall Rd., Ballard Estate, Bombay.

Both the above for loan No. 386-H-082. U.S. source. Quotation deadline October 3. SBC-357.

■ Raw materials for jeeps—open hearth steel, hot rolled, pickled and oiled, to sae 950, or equal, stress relief or box annealed, various sizes, 156 mt.; steel to aisi C 1012, commercial quality, 36 mt.; steel to aisi C 1020, 80 mt.; open hearth steel, cold rolled, to sae 1008, commercial quality, 33 mt.; drawing quality, min. killed, 99 mt.; aisi C 1010, commercial, 5 mt.; tempered sheets, 35 oz. tin, suitable for jeep gas tanks, 55 tons; open hearth killed, fine grade steel, hot rolled bars and billets for forgings; grain steel to astm E19, between 5 & 8, paintmarked "white" at one sheared end of each bar, random lengths of 10/14", 70 lt.; open hearth, fine grain hot rolled free cutting steel bars and billets, marked "blue", 10 lt.; same, except marked "red", 249 lt. and 100 and 370 lt., various; hot rolled, unpickled, unoiled special quality bars, 35 tons; hot rolled pickled and oiled fine grain steel bars, 6 tons; hot rolled, pickled and oiled, killed fine grain steel bars, 17 tons, long list of items, including general terms and conditions. Import license No. DL/55/710/03101/0048. Reference No. PD/RM/JMD-48/A003079. Loan No. 386-H-082. U.S. source. Quotations desired by October 2. Mahindra & Mahindra, Ltd., Cecil Ct., Lansdowne Rd., Bombay 1.★ SBC-356.

■ Steel per spec. sae 5140, 3,000 kg., stainless steel round bars to aisi 304, equivalent to spec. sae 30304; stainless steel round bars, to aisi type 316, equal to sae 30316; high speed round bars. Import license No. DL/55/142/03 2 01/0114. Quotation date September 30. The Indian Standard Metal Co., Ltd., Chinchpokli Cross Lane, Bombay 27. Cable: ISMETCO, Bombay. Loan No. 217. U.S. Source. SBC-352.

■ Spring steel strips, 50 kg., 0.35 mm. x 3.5 mm. medium hardened and tempered, bright polished, cut edges, in coils of manufacturing lengths, tensile strength 100-120 kg/mm²; spring steel wire, 50 kg., 0.4 ± 0.01 mm. dia., tempered and polished, in coils, tensile strength 170-250 kg/mm², twisting test 25 turns min., testing length 100 times the dia. of wire; spring steel wire, 50 kg., 1.0 ± 0.015 mm. dia., same but with tensile strength 250-280 kg/mm². and cross section 0.7854 mm². Loan No. 386-H-082. U.S. source. Quotation deadline September 30. IL No. DL/55/398/03 101/0190. Jaipur Metals & Electricals, Ltd., Near Railway Station, Jaipur, (Rajasthan). Cable, METALS, Jaipur. SBC-352.

■ Carbon steel, to aisi C1038, 440 tons, 7/32 x 1.31/32"; ¼" x 2.9/16"; ¼" x 3.11/32"; 5/16" x 3.15/16"; 3.8" x 4.11/32"; 5/32" x 4.23/32"; 7/16" x 5.29/32"; 5/8" x 5.29/32"; 15/32" x 7.7/8"; 13/32" x 2.3/8"; 7/16" x 3.5/32"; 9/16" x 3.5/32"; 9/16" x 3.15/16". Import license #DL/55/42/03101/0209. Quotations desired by September 30. M/s. Gedore Tools, India, Pvt., Ltd., 131, Golf Links, New Delhi 3. Cable, GEDORE, New Delhi.

■ Basic open hearth rimming quality hot rolled steel strip, mill edges, suitable for the manufacture of electric resistance welded steel tubes, to certain chemical composition, 5 1/16" x 0.072", 25 mt., 5 1/16" x 0.080, 50 mt., 8 3/16" x 0.064", 70 mt.; 8 3/16" x 0.1.04", 70 mt., 6 9/16" x 0.072", 85 mt., total 300 mt. Aisi standard specification. IL#DL/55/03101/0033. Quotation date September 27. M/s. Tube Products of India, Proprietors: Tube Investments of India, Ltd., Avadi, near Madras of behalf of M/s. Gabriel India, Ltd., Bombay 80.

Both the above are for loan No. 386-H-082. U.S. source. SBC-353.

■ Cold rolled mild steel sheets, to sae 1010, in 9, 11, 14, 16, 18, 20 & 22 bsg, 8' x 4' or 8' x 3' 6 tons each. Import license No. DL/55/945/03101/0098. Victor Gaskets, India, Ltd., S. 305, Agra Rd., Mulund, Bombay 80, N.B.

■ Bright high tensile steel wire, 8 and 10 swg, tonnage half and half, to value of rs. 200,000. Ultimate tensile strength not less than 110/120 tons per sq. in. for 8 swg and 120/130 for 10 swg. Not more than 0.1% at a stress equal to 70%, tolerance, + 0.002", — 0.0012". To b.s.s. No. 2691, part I-1955, or American equivalent astm A-227-47. IL#DL/82/764/03101/0219. India Hume Pipe Co., Ltd., Construction House, Ballard Estate, Bombay 1. Cable: HUMEPIPE, Bombay.

Both the above are for loan No. 386-H-082. U.S. source. Quotation date September 30. SBC-353.

■ High carbon steel rounds 1½" dia., 0.85%-1% carbon, 3000 lb.; high speed steel containing 18% tungsten and 5% cobalt, ½" sq., 500 lb.; ⅝", ¾", ⅞", 100 lb. each; steel equivalent to British standard En-9: C-50%-60%, Si. 05%-35%, Mn. 50%-80%, S. 06% max., P-.06% max., 1½" dia. rounds, 1⅝", 1⅞", 8,000 lb. each, 2¾", 2,000 lb., 5/16" x 1¼" flats, 1,000 lb. 3" x 1", 2,000 lb., 3" x 1¼", 1000 lb. Reference No. P-25/13696. Enquiry No. 289/63. M/s. New Bemco Engineering Products, Pvt., Ltd., P.O. Udyambaug, Balgaum.

■ C.R.C.A. double deep drawing quality, m.s. sheets, usg or bg 18, size 8' x 4", 25 tons; usg or bg 22, same, 4 tons. IL#DL/55/732/03 1 01/0139. Matchwell Electricals, (I), Ltd., P.O. Yeravda, Poona 6. Cable, MATCHWELL, Poona.

■ Extra deep drawing quality c.r.c.a. sheets, 6"x3'x.044" thick. $16,380. Ref. No. PO/IC/70A/7622. Orient General Industries, Ltd., 6, Ghorebibi Lane, Narkeldanga, Calcutta. Cable, SUMMERKING, Calcutta.

All the above are for loan No. 386-H-082. U.S. source. Quotation date September 30. SBC-353.

■ C.R.C.A. steel sheets, bright finish oiled, commercial quality, drawing up to 3" in sizes 8'x4' or 10'x4', 14, 16, 18, 20, 22 swg, 5 to 6 tons each, total 28-30 tons. Import license #DL/55/564/03101/0031. Quotation date September 27. Messrs. India Body Builders, 62, Bhavanishankar Rd., Bombay. Cable, AUTOBODY, Bombay.

■ Galvanized round steel wire 1.4 mm. dia., for cable armouring, to astm A 411-59, min. wgt. of zinc coating 0.50 oz. sq. ft. $130,200. Quotation date September 30. Cable Corp. of India., Ltd., Art Leather, Pvt., Ltd., Laxmi Bldg., 6 Ballard Rd., Bombay 1, BR. Cable, CABLEARE, Bombay.

■ Chrome molybdenum steel to spec. EN.25-BSS.970(1955), or corresponding to U.S. spec., to be used in the manufacture of armature shafts for traction motors. 3½" dia. bars, each 3'-3" long, or multiples thereof, 2½% nickel. $2,775. IL#DL/82/1/23201/2. Quotation date September 27. The Calcutta Tramways Co., Ltd., P4, Mission Row Ext., Calcutta 1.

All the above are for loan No. 386-H-082. U.S. source. SBC-353.

■ High tensile steel wire rods, open hearth and/or basis oxygen steel hot rolled wire rods, carbon .45/50%, 50/55%, 60/65%, 65/70%, .2187 dia., total 125 mt., manganese .50/80%, phos. .040% max., sulphur, .040% max., silicon, .10/30%. Import license No. BL/82/4/03101/5. Messrs. Tejpauls, Pvt., Ltd., 225/227 Argyle Rd., Carnac Bunder, Bombay 9. Cable, STEELDEPOT.

■ High carbon spring steel sheets for the manufacture of clutch discs for automobiles, to bs 970 spec. En42 or sae 1080, carbon content approx. 8%, .018", .048", .040", .032" thick x 12½. 12½, 11½, 9" wide, 10 tons each. Cold rolled to hardness of 260-350 Brinell. IL#DL/55/757/03101/0097. Rane Madras, Ltd., Rane Bldgs., 47 Velacheri Rd., Valachere, Madras 32. Cable, AUTOWORKS.

Both the above are for loan No. 386-H-082. U.S. source. SBC-353. Quotation date September 30.

■ Mild steel plates, steel angles, flats, rounds, channels, specially rolled steel sections; m.s. black bars, hexagonal bars. To various sizes, specifications, weights, quantities. Import license No. DL/55/593/03101/0062. Tractors & Bulldozers, Pvt., Ltd., Construction House, Ballard Estate, Bombay 1. Cable, POWERFARM, Bombay.★ Loan No. 386/H/082. U.S. source. Quotation date September 30. SBC-353.

MOROCCO—Wire for concrete reinforcing rods (in coils), diameter 5½ to 6 mm, French. Direct purchase and agency. O.C.I.N.A.—Omnium Commercial et Industriel Nord-Africain, (importer), 52, ave. Hassan II, Casablanca.

PAKISTAN—Special steel, bars, sheets, tubes—carbon steel bars; mild steel sheets; mild steel tubes; special alloy steels: stainless steel bars, aisi 420 and aisi 410; stainless steel sheets, wires, and tubes, aisi 304. The Union Surgical Co., "Excelsior Works," (manufacturer of surgical instruments), Court Rd., Sialkot City. WTD 8/29/63 .

■ M.S. billets, prime re-rolling to sae 1008, 1010, 1015, 1030, 1035, 1040, 1041 and/or 1045 and/or aisi-C-1029, carbon .07% max., manganese .45% to 60%, sul. .02% max., phos. .02% max., sil/traces, copper .915% max., sizes 2x2", 2½x2½", 3x3", 3½x3½" in lengths of 16 ft. or above, allowing max. 10% short, down to min. 12 ft. $71,000. Import license No. 344160. Madina Rolling Mills, Old Haji Camp,

Karachi. Cable, MADINA, c/o Fancies, Karachi. Quotations desired by September 30.

■ Galvanized plain sheets, prime commercial, to astm-A-93-58T, zinc coating 1.25 oz. per sq. ft., 8′x3′x24,26,28,30G; crca sheets, prime commercial to astm-A-366-58T, oiled, sizes 8′x3′x 24,26,28,30 bg.; hrca sheets, prime commercial, to astm A.415-58T, 8′x3′x14,16,18G; galvanized corrugated sheets, prime commercial, to astm A.93, 58T, zinc coatings, 1.25 oz. per sq. ft., 8′x3′x26 and 26G, corrugation 10/3; mild steel plates, open hearth to astm A.7, 8′x4′x½ & ¼″ & 3/16 & ½″; galvanized iron pipes, 4″, to astm or A53 in random lengths with English or American threads and couplings. $52,700. IL#243967. Quotations by September 29. Amin Agencies, Ltd., Karachi Co. Bldgs., Wallace Rd., Off McLeod Rd., Karachi. Cable, AMINAGELT, Karachi. All the above are for loan No. 391-H-066. U.S. source. SBC-354.

■ G.P. sheets, prime quality, 1.25 oz. per sq. ft. zinc coating, Birmingham gauge, A-361, 58T, 8x3′x22,24,26,28,30G. $11,000. C&f. Fas prices per ton should be quoted separately, for each item. Import license No. 085915. Ahmedali Yousufali Rawalpindiwala & Sons, Marriott Rd., Karachi. Cable, STEELBEAMS. Loan No. 391-H-066. U.S. source. SBC-354.

■ M.S. sheets, c.r.c.a., pickled and oiled, open-hearth, 96″x48″x36″x24 & 26 g. 30 tons each, approx. C&f Karachi. Import license No. 345573. Pak Central Chemical Ind., Ltd., 21/D, S.I.T.E. Manghopir Rd., Karachi 16. Cable, FINESOAP.

■ Tinplate, prime coke quality, 107 lb. base wgt., 1.25 coating, or, electrolytic 0.75 coating, 107 lb. base wgt., 18-¾x28″x30G 72½% and 20″x30″x30G, 27½%, 41 and 15 tons, or 42 and 16 tons. IL#245710. Karachi Tin Factory, 123, Cutchi Gali No. 2, Off Marriot Rd., Karachi 2. Cable, MONPURWALA.

■ G.I. pipes above 3″ dia., 8′x4′x½, ⅜, 5/16 & ⅛″; g.p. sheets, 8′x3′x26, 28.30bg; m.s. joists, above 6″; tinplates, 18¾x28′ and 20′x30′x30G. $8,600. IL#346919. Pakistan Development Corp., Ltd., 15, Badri Bldg., McLeod Rd., Karachi, W.

All the above are for loan No. 391-H-066. U.S. source. Quotation deadline September 29. SBC-354.

■ Thermoplastic moulding compounds, polyethylene, polystyrene; unwrought plastic sheets, 10/1000 and above, sizes 48″ and 50″. Approx. $8,400. C&f Karachi. IL 248664. Loan No. 391-H-066. U.S. source. Quotation deadline October 2. M/s Janda Manufacturing Co., Ltd., Mahmood Booti, Baghbanpura, Lahore. Cable: JANDCO, Lahore. SBC-362.

■ Electrical steel sheets, uninsulated or insulated one side, high silicon, core loss not to exceed 1.00-1.20 watts per lb. at 10,000 gausses, 50 cycle; 26 gauge, 8′x4′. Packing, 2-ton bundles. Approx. $10,700. IL No. 207820. Kaycee Industries, Ltd., 49, The Mall, Lahore.

■ Cold rolled m.s. sheets, prime, 8′x3′, bg; galvanized plain steel sheets, prime, 1.25 oz. zinc coating both sides, 8′x3′, bg 26, 28, 30. To be accompanied by Mill Test Certificate. Approx. $12,200. C&f. IL No. 222757. Baluchistan Trunk Manufacturers, Co-operative Society, Ltd., C/o Fazal Karim, Trunk Manufacturer, Mission Rd., Quetta.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline October 2. SBC-362.

■ Mild steel billets, 2″, 2½″ and 3″ sq., lengths 18 ft. or above, standard quality, prime, with heat mark die stamped and accompanied by Works Test Certificate. Approx. $29,200. C&f Karachi. IL No. 235947. Shell Steel Rolling Works, Habibullah St. No. 5, Badami Bagh, Lahore. Cable: SHABROLL, Lahore.

■ Pig iron, approx analysis si 3.0/3.5%, manganese .5/1.0%; phosphorus .6/1.0%, sulphur. .05% max., carbon 3.0/4.0%. Approx. $6,500. C&f Karachi. IL No. 233303. Rashid Foundry & Workshop, (Regd)., G.T. Rd., Shahdra, Lahore. Cable: RASHID FOUNDRY, Shahdra.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline October 2. SBC-362.

■ M.S. billets, 2″, 2½″ and 3″ sq., length 18 ft. or above, standard quality, prime, heat marks die stamped, accompanied by Works Test Certificate. $110,900. C&f Karachi. IL No. 235945. Pig iron; m.s. plates, 8′x4′x⅜″, ¼″, 3/16″; m.s. sheets, 8′x3′x20, 26 G.; h.s. steel, approx. 20% tungsten and 5% cobalt, ¾″ sq., 1″ sq., ¾″x1″, ½″x¾″; approx. $8,200. M.S. blooms, slabs, sae 1020/1045, 14″x7″ and 14″x6″, approx. $3,300. IL No. 235943. M/s. M. Shabbir Ahmad & Bros., Habibullah St. No. 5, Badami Bagh, Lahore. Loan No. 391-H-066. U.S. source. Quotation deadline October 2. SBC-362.

■ Steel tubes, 1″x16 swg, electrically welded, to sae 1008-1010; c.r. steel sheets, 8′x3′x16, 18, 20, 22, 24, 26 swg; spring steel wire, astm A 227-47, 10 swg; stainless steel sheets, aisi 302/304 18/8, 2B finish, 20, 22, 24 swg; g.p. sheets, 8′x3′x24, 26 bg. $15,500. C&f Karachi. IL No. 236738. G. H. Sons, G.T. Rd., Near Engineering College, Lahore 15.

■ M.S. billets, 2″x2″ and 2½″x2½″, length 18 ft. or above, standard quality, prime, with heat marks die stamped and accompanied by Works Test Certificate. $90,500. IL No. 355887. M/s. Sh. AbdurRahim AllahDitta Re-Rolling Mills, Badami Bagh, Lahore.

Both the above for loan No. 391-H-066. U.S. source. Quotation deadline October 2. SBC-362.

■ M.S. billets, 2″, 2½″ sq., length 18 ft. or above, prime standard quality, to sae 1020/1025, heat marks die stamped on each piece and accompanied by Works Test Certificate. $17,700 IL No. 235870. Afzal Steel Re-Rolling Mills, Shalamar Town, Lahore. Cable: AFZAL STEEL REROLLING MILLS, Shalamar Town, Lahore.

■ M.S. billets, 2″, 2½″ sq., length 18 ft. or above, prime standard quality, to sae 1020/1025, heat marks die stamped on each piece and accompanied by Works Test Certificate. $8,200. IL No. 20589. M/s. Barkat Ali & Sons, Steel ReRolling Mill, Shalamar Town, Lahore. Cable: BARKAT ALI & SONS, STEEL RE-ROLLING MILLS.

Both the above for loan No. 391-H-066. U.S. source. C&f Karachi. Quotation deadline October 2. SBC-362.

■ Pig iron, si. 2.0/2.5% or 2.5/3% or 2.75/3.75%, mang. .6/1.5%, phos. .1/.9%, sul. .05% max., 200 lt.; m.s. slabs, aisi C1020, C1040 or C1045, 7½″x15″, 8″x16″, 80 lt. C&f Karachi. Loan No. DL 7. U.S. source. IL No. RMO40666. Quotation deadline October 2. M. Mohammad Hussain & Sons, Badami Bagh, Lahore 6. Cable, TRUTH, Lahore. SBC-362.

■ M.S. joists, beams; crca sheets, oiled, pickled; hrca sheets; g.p. sheets; seamless m.s. pipes; g.i. pipes; m.s. plates; corrugated sheets; g.p. plain sheets; coke tin plates; pig iron, foundry quality; malleable galvanized iron pipe fittings, including tees, elbows, unions, plugs. Various sizes, descriptions. Approx. $60,700. IL No. 335044. Quotation deadline October 3. U.S. source. Loan No. 391-H-066. M/s Universal Engineering Co., Wood St., Karachi 2.★ SBC-362.

■ **VIETNAM**—Cold, rolled lead covered steel strips for the manufacture of Bergmann-tubes, finish D, annealed, with a lead cover of 0.5 gr/dm², sides well cut before lead covering, in manufacturing coils, not oiled, wrapped in paper and canvas, 100 mt., sizes 47, 56, 66 x 0.12, 74, 98 x 0.15. Ets. Tan Cuong, 96 Duong Luc Tinh, Cholon.

■ Wire rod, 1500 M/T, 5, 6, 7 mm., or 5.5, 6.35, 7 mm. Ets. Hoang Kim Quy, 111-113 Ham Nghi, Saigon.

Limited worldwide (901). Quotations desired by September 30. Offers will be reviewed on c&f basis only. Fob and freight costs must be indicated separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia-Long, Saigon. SBC-359.

333 Primary Smelting, Refining of Nonferrous Metals

■ **CONGO**—Aluminum or aluminum base alloys cans to contain spraying emulsions under pressure, insecticides, blank, with no engraving except eventually manufacturer's name, corresponding to specifications, capacity, 10-12 04 14 oz., net, equipped for adaption of 18 or 20 mm. valves of type aerosol research ar 74 20 mm. or kn. 38 20 mm., sample of each dimension to be supplied with offer, by air. Quota No. 1293/01/AID-1/01642. Quotation date September 30. Ets. Constant Michaux, 5 Ave. du Port, B.P. 374, Leopoldville. SBC-361.

■ **INDONESIA**—Refined lead ingot, 99.99% pure, 250 tons. Invitation No. 497-172-SM/T/AID/0190. Loan No. 497-K-013. U.S. source. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y. where specifications, terms, conditions are available. Bid deadline September 30. SBC-364.

■ 6% antimonial pig lead for battery manufacture, 116,000 kg., Invitation No. 497-175-SM/T/AID/0121. Loan No. 497-K-013. U.S. source. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y., where specifications, terms, conditions are available. Bid deadline September 30. SBC-364.

■ 6% antimonial pig lead, 80,000 kg. Invitation No. 497-SM/T/AID/0168. Loan No. 497-L-013. Bid deadline September 30. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y., where specifications, terms, conditions may be obtained. SBC-364.

■ **PAKISTAN**—Copper ingot, electrically refined, 99.9% purity, approx. $12,600; zinc ingot, electrically refined, 99.9% purity, approx. $1,000. C&f Karachi. IL No. 224328. Loan No. 391-H-066. U.S. source. Quotation deadline October 2. M/s. Climax Engineering Co., Ltd., Climaxabad, G.T. Rd., Gujranwala, W. SBC-362.

Non-ferrous metals: tin ingots. The Union Surgical Co., "Excelsior Works," (manufacturer of surgical instruments), Court Rd., Sialkot City. WTD 8/29/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

BRAZIL—Nickel anodes, plating. Incentivadora Paulista S.A., Indústria e Comércio, Caixa Postal 5456, São Paulo. WTD 9/12/62.

● **ETHIOPIA**—Armored and unarmored underground cable of various sizes, approx. 156,989 yd.; tender No. Stc. 229/63, bid deadline September 28. Imperial Board of Telecommunications of Ethiopia, P.O. box 1047, Addis Ababa.★ (Telephone: WOrth 7-2162).

● 67 tons copper wire 3 mm. c.i.f.; tender No. Stc. 230/63, bid deadline September 21. Imperial Board of Telecommunications of Ethiopia, P.O. box 1047, Addis Ababa. One copy of specifications available for reference only in Copper Division, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-2162).

■ **INDIA**—Scalped electrolytic copper wire, per standard specification astm-B5-43, or latest edition, 1,200 mt. Tender No. BS-157/159/AID. Loan No. 217. Bid deadline October 1. India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, where specifications, conditions may be obtained, for the Hindustan Cable, Ltd., Dist., Burdwan, W. Bengal.

■ **INDONESIA**—Hard drawn copper steel wire, size .0374, tolerance .002-.000, tensile strength 200,000-300,000 lb. psi. For use in manufacture of bicycle tires. Packed on wooden reels containing 600 lb. net., approx. 65 mt. Invitation No. 497-152-SM/T/AID/0155. Loan No. 497-K-013. U.S. source. Bid deadline September 30. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y.; where specifications, terms, conditions are available. SBC-364.

● **IRAN**—Supply of nine various types aerial and underground protudor cables, total 383,-944 yd.; bid deadline October 23. Tehran Electricity Authority, Ave. Jaleh, Tehran. Specifications available from that authority at $2.64 per copy.

● **MOROCCO**—Supply, installation, connection of coaxial telephone cable (142 miles); bid deadline November 23. Ministere des Postes, des Telegraphes et des Telephones, Services Techniques, Bureau 421, Rabat.★ Specifications in French. (Telephone: WOrth 7-2162).

● **PAKISTAN**—Cable paper core quad trunk (PCQT) armoured, six pairs 40 lb., approx. 6,200 yd. Tender No. PUR 3-17/63/496, bid deadline October 7. Mr. F. Rizivi, Purchase Co-ordinating Officer, T & T Directorate-General, Block No. 48-A, Shahrah Iraq, Karachi.★ (Telephone: WOrth 7-2162).

Nickel anodes; brass sheets, pipe. The Union Surgical Co. "Excelsior Works," (manufacturer of surgical instruments), Court Rd., Sialkot City. WTD 8/29/63.

336 Nonferrous Foundries

■ **INDONESIA**—Brass sheets, alloy 60/40, half hard temper, packed in seaworthy cases, 0.5, 0.8, 1.0, 1.5 x 600 x 2,000 mm., total 298,-842 kg. Invitation No. 497-182-SM/T/AID/0154. Loan No. 497-K-013. U.S. source. Bid deadline September 30. Indonesian Supply Mission, 5 E. 68th St., New York, N.Y., where specifications, terms, conditions are available. SBC-364.

340 Fabricated Metal Products

■ **VIETNAM**—Structure, building, steel, prefabricated, 40 ft. x 300 ft. long, sidewall height, 14 ft., open side walls, furnished with 0.032 in. ribbed aluminum roof covering with erection manuals, foundation drawings, and design data, 1 each, including panels, translucent, 3' wide x 6' 10" long, 30 each; ventilators, ridge stationary without dampers, 20 in. dia. to certain spacing; 15; door, double slide, complete with all necessary hardware and track, 4; doors, hollow metal, plain, same, 4; louvers, adjustable, without screens, 4' x 4', for use in gable ends of building, 2; sash, window, steel, commercial project 9-light type, furnished with double strength grade B clear glass, glazing compound and clips, Butler type A 33161, or equal, Invitation No. 0968-10083. PIO/C No. 430-AC-69-AA-9-30398. Limited worldwide (901). Bid deadline October 2. Central Purchasing Authority, P.O. box H-5, Saigon. Cable, NAIDICH SAIGON. Specifications, general conditions may be obtained from the Embassy of Vietnam, Miss Thuy, 2251 R St., NW., Washington, D.C. SBC-359.

342 Cutlery, Hand Tools, General Hardware

CYPRUS—Floor protective devices, hardware. Direct purchase and agency. Economides & Roussos Co., (importer, retailer, manufacturers' representative), P.O. box 98, Limassol. WTD 8/22/63.

GERMANY—New types of hand working tools. Replies are requested from manufacturers only, including catalogues. Request price quotations c.i.f. European ports. Walter Stoerling, 13 Fuerstenstrasse, Wuppertal-Barmen. WTD 8/27/63. English and German.

JAPAN—Complete line of builders' hardware; importing distributor requests replies with literature and firm price quotations for use by firm's client in preparing tenders for construction of U.S. military installations. Direct purchase and agency. Moriguchi Trading Co., Ltd., (importing distributor), Temma Bldg., 62-1 Kyobashi 3-chome, Higashi Ku, Osaka. WTD 6/10/63.

NETHERLANDS—Hand tools. Huisman & Zoon, (importing distributor), 13-16 Dijk, Alkmaar.

PAKISTAN—Hand tools, hardware, such as steel files, twist drills, hacksaw blades, steel wire brushes. The Union Surgical Co., "Excelsior Works," (manufacturers of surgical instruments), Court Rd., Sialkot City. WTD 8/29/63.

RHODESIA—NYASALND—Household novelty hardware; requests replies from manufacturers only. Progressive Agencies, (Rhodesia), (manufacturer's representative), P.O. box 2231, Salisbury, Southern Rhodesia. WTD 7/20/63.

SINGAPORE—Edged, hand agricultural tools; requests replies from manufacturers only with price quotations cif Singapore. Direct purchase and agency. Liang Hai Trading Co., 842 Bukit Timah Rd., Singapore 23. WTD 8/28/63.

TURKEY—Thermos bottles, jugs, (steel or metal lined only); requests price quotations cif Izmir. Celal Olcay, (importer, retailer, building contractor), Emlak Kredi Is Hani No. 401, Izmir.

VENEZUELA—Builder's hardware. Febrero Field S.A., Apartado 2904, Caracas, D.F. WTD 8/16/63.

Builder's hardware. Wantzelius & Cia. S.A., Apartado 1553, Caracas. WTD 8/16/63.

343 Heating Apparatus, Plumbing Fixtures

CYPRUS—Sinks, kitchen, stainless steel, bathtubs, bathtub fittings. Direct purchase and agency. Economides & Roussos Co., (importer, retailer, manufacturer's representative), P.O. box 98, Limassol. WTD 8/22/63.

ENGLAND—Domestic central heating equipment. Direct purchase and agency. John Hinton Ltd., (manufacturer, sales agent), 10 Cork St., London, W.1. WTD 8/8/63.

JAPAN—Oil burners, gun type, commercial and industrial; manufacturer requests replies from manufacturers only with price quotations cif Japan. Nittei Industry Co., Ltd., 90, Shimomaezu-cho, Naka-ku, Nagoya. WTD 8/63.

NETHERLANDS—Heaters. Huisman & Zoon, (importing distributor), 13-16 Dijk, Alkmaar.

344 Fabricated Structural Metal Products

AUSTRALIA—Heat recovery plant to recover heat from hot waste water in industrial plants; literature requested covering above equipment. Direct purchase and agency. G.E.M. Agencies, (importer, agent), c/o Bank of New South Wales, 2 King William St., Adelaide. WTD 8/26/63.

MOROCCO—Concrete reinforcing rods of 12 meters long, dia. 6 to 32 mm; annual requirements 5 to 7,000 mt.; correspondence preferred in French. Direct purchase and agency. Omnium Commercial et Industriel Nord-Africain (importer), 52, ave. Hassan II, Casablanca.

Rolled sheet iron: flat iron for small beams, girders, angle iron-bars, steel framework. Direct purchase and agency. O.C.I.N.A., Omnium Commercial et Industriel Nord-Africain, 52, ave. Hassan II, Casablanca. Correspondence preferred in French.

346 Metal Stampings

GUATEMALA—Stainless steel containers to be used in the manufacture of cosmetics, perfumes. Bernardino Escaler—"Perfumería Walkyria", 6a. Calle 6-43, Zona 10, Guatemala City, C.A. WTD 8/27/63.

349 Fabricated Metal Products

AUSTRALIA—New products for gifts, particularly novelties. Direct purchase and agency. East-West Trading Co., (importer, wholesaler, agent), G.P.O. box E. 278, Perth. WTD 4/23/63.

ENGLAND—Valves: automatic regulating, diaphragm and float actuated; angle, industrial; blast, furnace gate, goggle and special; butterfly, flood, irrigation and water utility services; check and stop, industrial; cross, industrial; heating specialties; hydraulic and pneumatic control; maneuvering, marine; plugs and cocks, industrial lubricated and nonlubricated; pressure regulating, industrial; safety and relief, boilers; shear, sluice and spherical, gate, flood, irrigation and water utility services; turbine. Direct purchase and agency. Capital Supplies, Ltd., (importer, wholesaler, manufacturers agent), 6 Vere St., Roath, Cardiff, Wales. WTD 8/16/63.

351 Engines, Turbines

CYPRUS—Diesel engines and parts; importer retailer, manufacturer's representative seeks replies from manufacturers only. Direct purchase and agency. Glafcos D. Hadjimitses, P.O. box 55, Paphos. WTD 8/19/63.

■ **GREECE**—Diesel engine. PA No. 240-700-898-221-2202. Limited worldwide (898). Bid deadline September 30. Reference No. 393. Ministry of Finance (Customs Direction), 50 Socratous St., 4th Fl., Athens. Copies of the detailed specifications and conditions may be obtained from the Greek Foreign Trade Administration, 2211 Massachusetts Ave., NW., Washington, D.C. SBC-355.

TURKEY—Gasoline and/or kerosene engines (between 7 and 12 hp.); requests price quotations fob factory. Direct purchase and agency. Celal Olcay, (importer, retailer, building contractor), Emlak Kredi Is Hani No. 401, Izmir. WTD 8/8/63.

■ Air cooled, 4 cycle, gasoline engine, single cylinder, equipped for burning kerosene. 1600/3600 r.p.m., 2.5, 3.5, 4.7-6.0, 7.0, 9.2; 1600/3200, 7.7-12.5, with and without clutch, high quality, weather sealed rotary type high tension outside, magneto delivery positive ignition and equipped with an impulse coupling for quick, easy starting, in any weather. Crankshaft, self-cleaning, fils-hard, tapered roller bearings at both ends of crankshaft. Import license No. 051298. Quotation deadline October 4. Turkey-Izmir, Fisek Koll, Sti., Fevzi Pasa Bulv., N. 8, Izmir. Cable, FISEK, Izmir. SBC-361.

VENEZUELA—Diesel motors, spare parts, accessories. Spare Parts Supply C.A., (importer, wholesaler, retailer), P.O. box 7619, Caracas. WTD 8/12/63.

352 Farm Machinery

CHILE—Agricultural machinery. Direct purchase and agency. Sociedad Importadora Willys, Ltda., (importer, wholesaler), Av. Blanco Encalada 1737, Casilla 3657, Santiago. WTD 8/9/63.

NETHERLANDS—Agricultural implements, poultry equipment. Huisman & Zoon, (importing distributor), 13-16 Dijk, Alkmaar.

SURINAM—Irrigation pumps with a capacity of 2-4,000 gal. per min., designed to operate on tractor with over 30 draw-bar hp. Surinaamse Machinehandel, N.V., 57 Slangenhoutstraat, Paramaribo. WTD 7/16/63 on parent company, C. Kersten and Co.

TRINIDAD—Poultry farming equipment, such as hatcheries, broiler processing plants. Hill Top Poultry Farming Co., Ltd., (poultry farming), Buen Intento Rd., Princes Town, Trinidad, West Indies. WTD 8/12/63.

VENEZUELA—Farm machinery, equipment. Sindicato de La Leche S.A., Calle Valencia 13, Maracay, Edo. Aragua. WTD 8/9/63.

353 Construction Machinery

GREECE—Small, single axle walking tractors suitable for vineyards, orchard and field ploughing parts, engines. Direct purchase and agency. Michael Zografakis, (importer, wholesaler, retailer, sales agent, exporter), Minotavrou and Kantanoleon St., Heraklion, Crete. WTD 8/16/63.

Electric builders' hammers. Hon Kee, (importer, exporter, commission agent), 905 Canton Rd., Kowloon, Hong Kong. WTD 2/15/63.

■ **INDIA**—Crawler-mounted front-end track loader, traxcavator, 60″ gauge, including diesel engine 100 hp. at the flywheel, blower fan, crankcase guard, power shift transmission, 15″ triple grouser tracks, hydraulic track adjusters, and with 1¾ cu. yd. quarry bucket 80″ wide with 8 welded teeth front pull hook; lighting system 12 v., including 4 lamps. Loan No. DLF 157. U.S. source. Quotation deadline September 30. IL No. 978152/DLF-157/62/HQ/CG-IV. Ref. No. 20(45)/63-AID-II. M/s Orissa Minerals Development Co., Ltd., Chartered Bank Bldgs., Calcutta 1. SBC-357.

■ Coal handling system, complete with all accessories, to be designed and manufactured; work to include supervision of erection, commissioning, testing, and putting plant into satisfactory commercial operation. Imported material to be delivered f.a.s. vessel packed for ocean shipment, indigenous material f.o.b. destination. Loan No. 386-H-077. U.S. source. Bid deadline November 7. Ref. No. D/ENQ/759. Tender No. S/Project/3145-P/Satpura/Group E/V. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, where tender is available for $102.90, not refundable. SBC-360.

INDONESIA—State-owned construction company interested in procurement of pile drivers, leads, pile extractors, drop balls. Rebuilt equipment will be considered if bonded certification supplied as to condition. Ir. Thung Liong Peng, P. N. Adhi Karja, Djalan Nusantara 39, Djarkarta. WTD 8/23/63.

● **IRELAND**—Material handling equipment, supply, installation for transport of parcels, parcel and letter bags in Dublin Post Office; bid deadline October 2. Government of Ireland Department of Posts and Telegraphs, Engineer in Chief's Office, Leitrim House, The Castle, Dublin 2. ★ (Telephone: WO 7-5589).

● **IVORY COAST**—Requesting bids on a large supply of grader blades to be used on several makes of motor graders. Tender No. 2488/TP-DGTP. Bid deadline November 11. Direction Generale des Travaux Publics, Ministere des Travaux Publics, B.P. 1375, Abidjan.★ (Telephone: WO 7-5566).

PAKISTAN—Kettles for asphalt, tar: 900-2000 gal. capacity; spray bar 12′ with lowering and cross traverse mechanism; heating kettle with diesel oil burner to keep tar hot up to 375° f., mounted on truck with pneumatic tire 900x20; kettle operated through main engine with delivering capacity 0.15-0.4 per sq. yd. of road surface; requests immediate offers. Direct purchase and agency. International Business Corp., (importing distributor, manufacturers' agent), 59 Dinga Singh Bldg., Beadon Rd., Lahore.

Drilling rigs for water wells; requests immediate offers. Direct purchase and agency. International Business Corp., (importing distributor, manufacturers' agent), 59 Dinga Singh Bldg., Beadon Rd., Lahore.

■ **PAKISTAN**—10-14 ton tandem type diesel road rollers with spare parts, 2 Nos. Bid deadline October 3. Tender No. VA-3/L-056/-67715/63.

■ Motor grader, all wheel drive or tandem drive, mold, board size 12′ x 25″ x ¾″, or equivalent, diesel engine water cooled, g.m., or equal, driven with 140 hp. min. Tender No. VA-3/L-056/67717/63. Bid deadline October 2.

■ Power concrete mixers, 4 Nos., 16 cu. ft., non-tilting type, diesel engine with clutch water or air cooled on sturdy frame on 4 pneumatic wheels. Tender No. VA-3/L-056/67716/63. Bid deadline October 1.

■ Portable stone crushing plant, including complete crusher and secondary crusher with spare parts, other equipment. Tender No. VA-3/L-056/67712/63. Bid deadline October 5. Detailed specifications may be obtained from the Consulate General of Pakistan, 12 E. 65th St., New York, N.Y., Attn: Miss Caparelli.

All the above are for loan No. 391-H-056. U.S. source. Director General of Supply and Development, Frere Rd., Karachi. SBC-364.

354 Metalworking Machinery

ARGENTINA—Machinery for cold stamping of steel nuts, bolts; desires technical information, quotations. Requests replies in Spanish. Luna Hermanos, (retailer), Casilla Correo 144, General Pico, Provincia de La Pampa.

CYPRUS—Dies moulding for plastic shoe heels. Cyprus Radiolectrix Co. (manufacturer), 120 Ledra St., Nicosia. WTD 8/19/63.

GERMANY—Electric tools; requests replies from manufacturers only. Direct purchase and agency. Garrard-Audioson GMBH, (importing distributor, sales agent), Beethovenstrasse 60, Frankfurt/Main.

■ **INDIA**—Spare parts for Bryant precision internal grinder, model 1116-J, serial No. R-11765, various descriptions and quantities. Loan No. 217. Import license No. A-598346/61. U.S. source. Quotation date September 30. Mahindra & Mahindra, Ltd., Gateway Bldg., Bombay 1. Cable, JEEPS, Bombay.★ SBC-353.

■ Filter press made of plates and frames of moulded semi-hard rubber, complete with diaphragm pump and accessories; flushers, 2, capacities ½ gal. and 50 gal. jacketed, with accessories; dispenser and homogenizer with nickel resistrator and water jacketed stator; temperature indicating controllers, 2, range 10° C to 105° C, with valves and accessories; Jet-O-Mizer mill complete with accessories; pH meter with power transformer for operation on a.c. current, complete with electrodes and other accessories; Hoover automatic muller, with two glass plates, 50 cycles, ½ hp. gear head, single phase, 115-230 v., 12 spare glass plates; 7″ x 7″ ammonia compressor for refrigeration and ice plant; steam jet ejector, vol. 200 cu. ft., with inter condenser; pulverizing machine with accessories. Loan No. 157. U.S. source. Quotation deadline October 3. IL No. 978234/DLF-157/62/HQ/CG.-III. Ref. No. 13(9)/63-AID.II. Sudarshan Chemical Industries, Pvt, Ltd., 27 Shankarshet Rd., Poona 2. Cable, RANGSUNDAR, Poona.★ SBC-358.

■ Turret lathe, ram type; hydraulic press brake and accessories; gear shaping machine and accessories; honing machine; centreless grinding machine; pull type horizontal broaching machine; gear checking and testing machine, with accessories. Loan No. 157. U.S. source. IL No. 978293/DLF-157/62/HQ-CG.I. Ref. No. 14(4)/63-AID-II. Quotation deadline October 8. Jost's Engineering Co., Ltd., Great Social Bldg., Sir Phirozeshah Mehta Rd., Bombay 1 BR. Cable, JOST, Bombay.★. SBC-358.

■ Vertical boring mill, 24″/28″, fitted with side head, max. swing approx. 26″, should admit under the cross rail 20″ and under the turret face 28½″; vertical automatic movement of main turret approx. 18″ and horizontal movements approx. 15½″; range of 3 spindle speeds 7-120 rpm and 4 feeds .007″-.056″; max. height of side head over the table 12″, total vertical movement at side head 18″, automatic horizontal movement to side head 14½″; motorized, suitable for 400/440 v., 3-phase, 50 cycles. Loan No. 217, U.S. source. Quotation deadline September 30. IL No. AU/GL/MTC/38/DLF-217/962. Ref. No. 63(216)/63-AID(1). Crescent Iron & Steel Corp., Ltd., Industrial Estate, Lalbaug, Bombay 12 (DD). SBC-352.

■ Precision slitting and rewinding machine, 42″, for slitting 3-12 mil varnished cloth, silk and paper, tape width ½″-1″. Loan No. 157. U.S. source. Quotation deadline September 30. IL No. 978189/DLF-157/62-HQ-CG.IV. Ref. No. 4(193)/62-AID.II. Orient Steel & Wire Industries, Pvt., Ltd., 2 Brabourne Rd., Calcutta 1. Cable, RAJGARHIA FARIDABAD. SBC-352.

■ Height gauges, telescopic gauges, planer and shaper gauge, wire gauge, screw thread micrometers, twist drill and machine screw tap gauge, 63 items; "Go" and "Not Go" thread plug gauges for checking internal

threads of various sizes, 20 items; same for checking external threads, 22 items; plug gauges, 8 items, ring gauges, 10 items, dry-seal American standard taper pipe thread step limit. Loan No. 157. U.S. source. Quotation deadline September 30. IL No. 995666/DLF-157/60/I&T/CG. Ref. No. 41(19)/61-AID-II. Mahindra & Mahindra, Ltd., Gateway Bldg., Apollo Bunder, Bombay 1. Cable, JEEPS, Bombay.★ SBC-352.

■ Flanging machine. Dia. min. 2', max. 12'; with special attachment for increasing dia.; knuckle radius min. 1"-2⅜", max. 8"; thickness of plate min. 3/16", max. ¾". Dishing machine. Dia. min. 2', max. 12'; with special attachment to increase dia.; knuckle radius min. 1"-2⅜", max. up to 8"; thickness of plate min. 3/16", max. ¾". Loan No. 157. U.S. source. Quotation deadline October 3. IL No. 978630/DLF-157/62/HQ/C.G. Ref. No. 4(326)/62-AID-II. Hind Laboratories, Pvt., Ltd., Gheekanta Wadi, Ahmedabad 1. SBC-352.

NEPAL—Lathes, milling machinery, drill, grinders, for mechanical workshop. List available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230, (Telephone WO 7-4674). Nepal Industrial Development Corp., (government agency), Juddha Rd., Kathmandu.

Wheel alignment equipment; requests quotations cif Calcutta. Nepal Industrial Development Corp., (government agency), Juddha Rd., Kathmandu.

355 Special Industry Machinery

BRAZIL—Machine 10" x 10" x ¼" for manufacturing vinylic flooring tiles. Mauricio A. Braun & Cia., Ltd., (builder, contractor), Rua Cons. Crispiniano 344, conj. 204, Sao Paulo. WTD 7/30/63.

CHILE—Textile machinery. Sedylan S.A.C., (manufacturer), Vicuna Mackenna 3150, Casilla 155-D, Santiago. WTD 8/28/63.

Printing machines to complement present lines. Direct purchase and agency. Davisco S.A.C., (importer, wholesaler), Bandera 131, Casilla 273-V, Santiago. WTD 8/9/63.

CYPRUS—Moulding machines, plastic injection, screw type, about 2-4 oz. capacity, used. Cyprus Radiolectrix Co., (manufacturer), 120 Ledra St., Nicosia. WTD 8/19/63.

GERMANY—Special machinery for polyester and polyether plastic foam material. Dr. W. Scheermesser & Co., K.G. (manufacturer), 2 Asbacher Strasse, 546 Linz/Rhein. WTD 12/20/61.

GREECE—Egg albumen pulverizing machine. Andronis Bros."Ekma", (manufacturer), 296 El. Venizelou St., Kallithea, Athens.

■ Nozlejector centrifuge, particularly designed for the separation of citrus oils, equipped with centrifuge bowl and discharge covers and cover base of type 316 s.s. Furnished complete with electric motor, control. Equipped with adjustable separator bowl and all contact parts of s.s. and electric motor, control, including supply of spare parts, necessary special tools. F.o.b. factory U.S. Quotation date October 3. Greek Juice and Canning Industry, 47 Kolojotroni St., Athens. Loan No. 240-H-028. U.S. source. SBC-364.

Bakery ovens, all types. Direct purchase and agency. Michael Zografakis, (importer, exporter, wholesaler, retailer, sales agent), Minotavrou and Kantanoleon St., Heraklion. Crete. WTD 8/16/63.

GUATEMALA—Small equipment for the cosmetics and perfume industry—emulsifyers, grinders, mixers. Bernardino Escaler—"Perfumería Walkyria," 6a. Calle 6-43, Zona 10, Guatemala City, C.A. WTD 8/27/63.

HONG KONG—Reconditioned or used knitting machines. T. C. Wong & Co., (importer, exporter), 505 Regent House, 84-90 Queen's Rd., C., Hong King. WTD 2/28/63.

■ **INDIA**—Complete ash handling system to serve five steam generating units; design, manufacture, deliver and install all required materials and equipment, with accessories. Loan No. 386-H-077. U.S. source. Bid deadline November 5. Tender No. S/Project/3146-P/Satpura/Group B2/V. Ref. No. D/ENQ/756. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications, conditions may be obtained at a cost of $52.50 each (not refundable), from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. SBC-358.

■ Pneumatic lifting rings, dia. 20", to lift pressed wheels; complete crusher plant for crushing and grading ceramic bonded wheels, capacity approx. 3 tons/8 hr. shift, complete with screens, magnetic drum separator and grading plant; silicon carbide kiln car equipment, refractories, 700 pcs., 32"x32"x45", 1", 1⅛" or 1¼" thick; wheel and axle assemblies suitable for rails AS-30, 8 Nos.; spares for Bickley kilns, such as burners, nozzles, spark plugs, air and heat set mortars, various quantities; pyrometers for temperature up to 1500° c., large, straight; thermocouple wire, double meters, wgt. approx. 8.2 g./dbl. meter, 0.5 mm. dia. Loan No. 157. U.S. source. Quotation deadline September 30. IL No. 978714/DLF-157/62. Ref. No. 41(791)/63/AID-II. Grindwell Abrasives, Ltd., Army and Navy Bldg., Mahatma Gandhi Rd., Bombay 1.★ SBC-358.

■ Hydrofluoric acid plant; carbon tetrachloride plant; fluoro-chloro-methane plant, freon; aluminum-fluoride plant; aerosol plant; various equipment for the five plants. Loan No. DLF 157. U.S. source. Quotation deadline September 30. IL No. 978410/DLF-157/62/HQ/CG. III. Ref. No. 4(104)/62-AID-II. Everest Refrigerants, Ltd., A6, Industrial Assurance Bldg., VI Fl., Churchgate, Bombay.★ SBC-357.

■ Four-color printing machine, 60" wide, including rubber printing blanket 60" x 12 yd. long x 1/16" thick, drive for machine, unwind arrangement, rewind arrangement, drying unit, hydraulic nip set for engraved rolls, air guiders, aluminum expanders, operation tools, spares. Loan No. 157. U.S. source. Quotation deadline October 2. IL No. 978664/DLF.157/Loan/62/HQ.C.G.III. Ref. No. 4(128)/62-AID-II. Caprihans, (India), Pvt., Ltd., P.O. box 1443, Janmabhoomi Chambers, Fort St., Ballard Estate, Bombay 1. SBC/352.

MOROCCO—Small capacity machinery for production of fried, toasted, or dry-packaged cocktail-snack specialties. The Towin Corp., (manufacturer), 10 rue Mendelsohn, Tangier. WTD 8/28/63.

New or reconditioned automatic, semi-automatic or manual machinery for the production of American-type doughnuts using locally prepared mix; capacity required: 100 to 200 doughnuts per hr. The Towin Corp., 10 rue Mendelsohn, Tangier. WTD 8/28/63.

Machine for cotton candle wick braiding (18 threads); importer requests replies in French. Maghreb-Bougies, (Héritiers Abenmoha), 13, rue Mostafa el Maani, Casablanca.

Machine for pressing phonograph records, 45 and 33 rpm; requests replies in French. Société ORIKAPHONE, (importer), 10, rue de la Victoire, Roches-Noires, Casablanca.

PAKISTAN—Printing press accessories. Direct purchase and agency. The Punjab Religious Book Society, (importer, distributor, printer), Anarkali, Lahore. WTD 8/19/63.

PANAMA—Brewing machinery, equipment; manufacturers' representative requests replies from manufacturers. Mr. Rogelio Garcia de Paredes, P.O. box 637, Panamá. WTD 9/3/63.

PHILIPPINES—Machinery to manufacture hollow concrete poles; machinery to manufacture abaca products, such as rugs. Hijos De F. Escano, Inc., (importer, exporter, wholesaler), 350 D. Jakosalem St., P.O. box 205, Cebu City, Cebu.

● **TUNISIA**—Textile plants, 2: wool plant to handle 1,300 tons of raw material and a textile wastes plant for 300 tons per yr. Bid deadline September 30. Tender documents in French. Office National du Textile, 19, rue Al-Djazira, Tunis. ★ (Telephone: WO 7-5589).

TURKEY—Polymerization plant with capacity of 1,500 kg. of dipped cord, together with nylon-6 cord for automobile tire factories. Sentetik Iplik Fabrikalari A.S., (manufacturer), Ataturk Cad., Ticaret Bankasi Is Hani, Kat 1, Bursa. WTD 8/14/63.

356 General Industrial Machinery

■ **BOLIVIA**—Centrifugal, pulsafeeder pumps, polyvinyl chloride pipes, valves, fittings, single stage volute centrifugal pump with motor, electrical equipment, such as, primary fuse cutout, lightning arrester expulsion type, for distribution transformer, indoor transformer, type tw or rhw, conductors for 600 v. insulation. Flexitallic type gaskets, cable connectors, pulling grip, heavy wall and thinwall hickeys, electrical tools, all in various sizes, quantities. Invitation No. 99. PA No. 511-898-256-2201. Limited worldwide (898). Bid deadline October 4. Yacimientos Petroliferos Fiscales Bolivianos, Apartado Correo No. 401, La Paz. Detailed specifications, special instructions, conditions and bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Rm. 218, Washington, D.C., Attn: Mr. Gonzalo Saenz. SBC-359.

CYPRUS—Centrifugal water pumps; importer, retailer, manufacturer's representative wants replies from manufacturers only. Direct purchase and agency. Glafcos D. Hadjimitses, P.O. box 55, Paphos. 8/19/63.

ENGLAND—Air compressors. Direct purchase and agency. John Hinton, Ltd. (manufacturer, sales agent), 10 Cork St., London, W.1. WTD 8/8/63.

■ **INDIA**—2200/300 ton horizontal self-contained, direct pumping type, oil hydraulic extrusion press; 1800 kw electric induction billet heating furnace, 4160 v., 3 phase, 50 cycles; 100,000 lb. pull drawbench for tube and rod, single draw, single rod, complete with necessary components; bright annealing furnace, electrically heated; travel-cut automatic straightening and cutting machine; rotary straightener for copper and brass tubing; roll straightener, for same; portable boring bar; rotary pointers, 2; outdoor substation, switchgear. Reference No. 41(502)/-62-AID-II. Loan No. 157. U.S. source. Quotation date October 2. Multimetals, Ltd., 38 Strand Rd., Calcutta. SBC-364.

■ Dew point controller, type AS-11, sr. No. C-3894-1; hoo draw furnace, Model 30-42, sr. No. 34715-11; oven furnace, model 42-72, sr. No. BX-34715-9; horizontal atmotrol furnace, model BX 34715-5. MG-22-36. RX Generator.

C-5138, size S-3b; all case furnace, model BX-34715-1; vertical atmotrol furnace, model MV-24-36, sr. No. BX34715-7, various descriptions, quantities. Import license No. A-598347/61. Loan No. 217. U.S. source. Quotations desired by September 30. Mahindra & Mahindra, Ltd., Gateway Bldg., Apollo Beuder, Bombay 1. Cable, JEEPS, Bombay.★ SBC-353.

■ Complete water treatment plant equipment consisting of precipitators, chlorinators, filters, demineralizers including degassifier and required auxiliary equipment and accessories, control panel, instruments necessary for centrally-controlled, semi-automatic plant; design, manufacture, deliver f.o.b. destination. Loan No. 386-H-077. U.S. source. Bid deadline November 12. Ref. No. D/ENQ/760. Tender No. S/Project/3143-P/Satpura/Group E/V. Director General of Supplies and Disposals, N.I. Bldg., Parliament St., New Delhi. Specifications and conditions may be obtained from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008, where tender is available for $52.50, not refundable. SBC-360.

JAPAN—Machinery for packaging plant designed for processing corrugated cardboard boxes to certain sizes and conveying them from location to location for automatic filling, sealing, and finishing in preparation for shipment. Moritani and Co., Ltd., (importer, exporter), 3 Yaesu, 2-chome, Chuo-ku, Tokyo, Attn: Mr. Ichiro Moritani, President. WTD 12/3/62.

SOUTH AFRICA—Industrial packaging equipment; requests replies from manufacturers only. Direct purchase and agency. J. Solomon & Son, Pty., Ltd., (importing distributor), 5 Alfred St., or P.O. box 675, Cape Town. WTD 2/21/63.

VENEZUELA—Ball and roller bearings. Spare Parts Supply C.A., P.O. box 7619, Caracas, WTD 8/12/63.

357 Office, Computing, Accounting Machines

CHILE—Office machines to complement present lines. Direct purchase and agency. Davisco S.A.C., (importer, wholesaler), Bandera 131, Casilla 273-V, Santiago. WTD 8/9/63.

ENGLAND—Office machinery, equipment. Direct purchase and agency. Omasco, Ltd., (importer), 180 London Rd., Mitcham, Surrey. WTD 7/1/63.

GERMANY—Electronic component parts, parts for computers, resistors, condensers, diodes, transistors, memories. Request price quotations c.i.f. European ports. Mathematischer Beratungs-u. Programmierungsdienst GmbH, 26 Kleppingstrasse, Dortmund. WTD 8/1/63. Correspondence preferred in German.

■ **INDIA**—Computer system, including central processing unit, additional core storage, card read punch; document writing system, including control unit, two non-transmitting typewriters, auxiliary key board, printing card punch; auxiliary machines, including card punch, card verifier, sorter. Loan No. 217. U.S. source. Quotation deadline October 3. IL No. A.564073/62. Ref. No. 55(17)/63-AID I. Central Building Research Institute (Roorkee) of The Council of Scientific Research and Industrial Research, New Delhi.★ SBC-358.

PANAMA—Electronic and data processing equipment; manufacturers' representative requests replies from manufacturers only. Mr. Rogelio Garcia de Paredes, P.O. box 637, Panama. WTD 9/3/63.

358 Service Industry Machines

ENGLAND—Vending machines. Direct purchase and agency. Herbert K. Paul (importer, wholesaler, sales agent), Ipel House, 68 Paul St., London, E.C.2. WTD 8/7/63.

GERMANY—Fully-automatic car washing equipment, with capacity for about 30 cars per hr.; initial purchase 30 to 50 installations. BP Benzin & Petroleum A.G., (oil), Attn: Obering. Albert Schreiweiss, Maschinentechnische Abteilung, Berliner Strasse 44, Frankfurt am Main.

■ **GREECE**—Complete air conditioning system, including central coil fan units, 9; central fan coil units, including filters, lower cooling capacity than first item; hermetic reciprocating compressor, with motor, 2; water cooled condensers, shell and tube type, 2; ceiling diffusers, square, 8″ dia., 10; same, but 10″ neck dia., 4 Nos., same, but 15″; 8 Nos.; 12″ same, 30 Nos.; a lot of copper piping, expansion valves, Solenoid shut-off valves. Quotations desired by October 7. Lambronoulos Bros., Ltd., Stadiou, 99 Folou St., Athens III. Loan No. 240-H-028. U.S. source. SBC-360.

Machinery for washing and drying glass containers used in packaging mayonnaise and mustard; dimensions as follows: cylindrical jars—capacity, 450 gr. height, 13 cm; dia., 8 cm.; opening 6 cm.; cylindrical jars—capacity, 200 gr.; height, 10.5 cm.; dia., 6 cm.; opening, 5.5 cm.; glasses—capacity, 110 gr.; height 8.5 cm.; dia. and opening, 5.5 cm.; glasses—capacity, 160 gr.; height, 9.5 cm.; dia. and opening, 5.5 cm.; square jars—capacity, 120 gr.; height 9 cm.; width, 5 cm.; opening, (cylindrical) 4 cm. Andronis Bros.—"Ekma," (manufacturer), 296 El. Venizelou St., Kallithea, Athens.

IRAQ—Air conditioners; domestic, requests replies from manufacturers only. Direct purchase and agency. Mehdi Balasim Al-Yaseen, (importer, contractor, landowner), Munim al-Khedery Bldg., Mustansir St., Baghdad.

KUWAIT—Air conditions, window type; air-conditioning equipment of 3, 5, 7, 10 and 15 hp. capacities. Direct purchase and agency. S.S. Sharma & Sons, (wholesaler, retailer, manufacturer's representative), P.O. box 278, Kuwait. WTD 8/27/63.

PAKISTAN—Air conditioners: 24, 1-ton; 24, 1½-ton; 18, 2-ton; 3, 5-ton; 3, 7½-ton; 3, 15-ton; 2, 20-ton; requests immediate offers. Direct purchase and agency. International Business Corp., (importing distributor, manufacturers' agent), 59 Dinga Singh Bldg., Beadon Rd., Lahore.

● One central packaged air conditioner, 40,000 btu capacity, furnished and installed with ductwork at Daulatpur. Tender No. 23—19/63/499, bid deadline Oct. 10. Mr. F. Rizwi, Purchase Coordinating Officer, Pak. T. & T. Directorate General, Block No. 48-A, Government Offices, Shahrah-e-Iraq, Karachi. Tenders available from Consulate General of Pakistan, 12 E. 65th St., New York, N.Y.★ (Telephone: TR 9-5800).

360 Electrical Machinery, Equipment, Supplies

NIGERIA—Centrifugal switches, insulating materials such as copper wire, leatheroid, prespalm, fibre sheets, empire cloth, sleeving, friction tape, white tape, compound wax. Nellys Electrical Works, (electrical dealers), 249 Herbert Macaulay St., Yaba, Lagos. WTD 7/18/63.

361 Electric Transmission, Distribution Equipment

ENGLAND—Instruments in one of the following groups: test instruments for use in connection with electrical power distribution, electrical machinery and components; potentiometric recording instruments; electronic control systems. Direct purchase and agency. F. C. Robinson and Partners Ltd., (electronic engineers), Davies House, Second Fl., 181 Arthur Rd., Wimbledon, London, SW. 19. WTD 7/25/63.

■ **INDIA**—High sensitivity current measuring probe with circuits, cables and attachments; cathode ray oscilloscope, with accessory plug-ins, probes, connectors and attachments; transistor curve tracer with device holder, power supply, cables and connectors; r.f. signal oscillator with dummy antenna, attenuators, adaptors, power supply; pulse generator, impedance bridge; sweeper and wobulator; amplitude controlling power supply; vacuum system. Various descriptions. Import license No. 978389/DLF-157. Loan No. 157. U.S. source. Quotation date September 30. Semiconductors, Ltd., Advani Chambers, Sir P. Mehta Rd., Fort Bombay 1. Cable, TRANSDUCER, Bombay.★ SBC-353.

■ **ISRAEL**—Equipment for extension to Haifa "B" Power Station, units 3 and 4. Steam generators, 2, reheat type for oil firing, nominal rating 885,000 lb./hr. at pressure 2,050 psig 1000 f and reheated steam at 1000 f, complete with supporting steel, forced draft blower, oil plumbing and heating equipment, setting and insulation and other appurtenances. Tandem-compound steam-turbine generator sets, 2, nominal rating/25,000 kw. with steam at 2,000 psig 1000 f and reheated steam at 1000 f, arranged for bleed steam and condensing operation, with 50-cycle hydrogen-cooled generator, air-cooled exciter, oiling system, governing system, spare parts, lagging, instruments and controls, other auxiliaries and appurtenances. Loan No. 271-H-082. U.S. source. Bid deadline October 4. S/A No. 63/11369. Israel Electric Corp., Ltd., P.O. box 10, Haifa. Specifications and bid documents may be obtained from the Israel Electric Corp., Ltd., P.O. box 19, Haifa, Israel, upon deposit of $100 per copy. This amount will be refunded upon receipt of a fully compliant bid, except there will be no refund of the deposit on the first copy of each specification. Tenders should refer to S/A No. and be prepared on basis fas U.S. port of exit. Prices should be itemized and both trade and cash discounts shown. Suppliers may devise their own forms for submitting tenders in duplicate to the buyer. SBC-352.

362 Electrical Industrial Apparatus

GERMANY—Electrical timing instruments of various designs. Replies requested from manufacturers only. Request price quotations c.i.f. European ports. Westdeutsche Elektrogeraetebau Gmbh, 27 Windmuehlenweg, Soest. WTD 8/27/63. Correspondence preferred in German.

■ **GREECE**—Fully automatic compact steam generator, heavy oil fired, of about 1430 lb./hr. steam output, complete with all auxiliaries, working pressure up to 150 psi. Electric specifications 220/380/50 0.4 wire, including hotwell pump spare parts; water softener of 150,000 U.S. grains capacity, complete with brine tank, mineral, all auxiliaries. Quotation date October 1. Laundry Glaros, S. Mengessides-Ek, Hadjinikoli-En., Hadjopoulos & Co., 4 Aghion Anargyron, Nikea-Piraeus. Loan No. 240-H-028. U.S. source. SBC-361.

■ **INDIA**—Bushings, 2 sets, draw-through types, suitable for approx. 300 amps., various electrical characteristics and packing details. Loan No. 157. U.S. source. Quotation deadline October 3. IL No. 978202/DLF-157/62-HQ-CG.II Ref. No. 21(1)/63-AID.II. National Electrical Industries, Ltd., Industrial Estate, Lalbaug, Bombay 12.★ SBC-358.

■ Electrical furnaces with control instruments; bending device with spares and accessories; first-grade refractories and mortars with insulating blocks and mortars; steel angles and plates for glass, hangers for toughening plants, furnaces; conveying systems complete with motors and spares; cooling system with pressure fans, monorails, chillers and electric motors, with spares; complete moulds for bending device; low humidity provision plant; grinding machines, polishing machines, bevelling machines, glass cutting machines; all with spares, accessories. Approx. $110,250. Loan No. DLF 157. U.S. source. Quotation deadline October 3. IL No. 990096/DLF-157/HQ/61/CCI/CGIII. Ref. No. 4(71)/63-AID-II. M/s Shree Vallabh Glass Works, Ltd., Bombay. Cable, YASHVADHO, Bombay, SBC-357.

● **IRAN**—Supply of three 5 kw. diesel generating sets. Tender No. 42/9, bid deadline October 12. Ports and Navigation Organization, 333 Noderi Ave., Tehran.★ (Telephone: WO 7-4242).

NEPAL—Electric welding machine: double operator Quassi arc a.c., 380 amp. max., with accessories. Requests price quotations cif Calcutta. Nepal Industrial Development Corp., (government agency), Juddha Rd., Kathmandu.

363 Household Appliances

CYPRUS—Refrigerators, washing machines, laundry dryers, electric ranges, dishwashing machines; importer, retailer, manufacturer's representative. Requests replies from manufacturers only. Direct purchase and agency. Angelides & Philippou, 11 Regaena St., Nicosia. WTD 8/23/63.

GERMANY—Small electric household appliances, with price range up to $100; requests replies from manufacturers only. Direct purchase and agency. Garrard-Audioson GMBH, (importing distributor, sales agent), Beethovenstrasse 60, Frankfurt/Main.

GUATEMALA—Small household electrical appliances, parts, accessories. H. Samayoa y Co., 9a. Avenida 10-00, Zona 1, Guatemala City, C.A. WTD 8/16/63. Correspondence preferred in Spanish.

IRAQ—Refrigerators, semi-automatic washing machines, air conditioners, fans, portable kerosene heaters. Mahdi Nama Al-Jabri, P.O. box 83, Ashar, Basra.

Electrical household appliances, such as refrigerators, washing machines and freezers; requests replies from manufacturers only. Direct purchase and agency. Mehdi Balasim Al-Yaseen, (importer, contractor, landowner), Munim al-Khedery Bldg., Mustansir St., Baghdad.

Supply of 600 ceiling fans with accessories to operate on 220/230 v., 50 cycles. Tender notice No. 81/63, bid deadline October 6. Iraqui Ports Administration, Basra.★ (Telephone: WOrth 7-5346).

NETHERLANDS—Washing machines, automatic household appliances. Huisman & Zoon, (importing distributor), 13-16 Dijk, Alkmaar.

NIGERIA—Electrical appliances. Direct purchase and agency. Gobecco Trading Co., (importers, retailers), 6 Commercial Layout, Ogui Rd., P.O. box 346, Enugu, Eastern Nigeria. WTD 8/19/63.

PAKISTAN—Refrigerators: 18, 4 cu. ft.; 24, 6 cu. ft.; 36, 7 cu. ft.; 48, 8 cu. ft.; requests immediate offers. Direct purchase and agency. International Business Corp., (importing distributor, manufacturers' agent), 59 Dinga Singh Bldg., Beadon Rd., Lahore.

364 Electric Lighting, Wiring Equipment

● **BURMA**—Supply of flashlights of all sizes complete with bulbs having an f.o.b. port of shipment value of $63,000. Tender notice No. Pa/6 (53 MEI 63/Torchlight), bid deadline 4 p.m., October 10. The Chairman, Civil Stores Committee No. 2, No. 77/91, Sule Pagoda Rd., Rangoon.★ (Telephone: WOrth 7-5346).

GUATEMALA—Conduit boxes; terminal boards; starting switches; commutators. Univex de Guatemala, Ltda., UNIGUATE, 1a. Avenida 14-75, Zona 1, Guatemala City, C.A. WTD 7/17/63. Correspondence preferred in Spanish.

Electrical materials, lamps, fluorescent tubes, incandescent bulbs, other lighting specialties, for residential-commercial-industrial uses. Requests replies in Spanish. WTD 8/22/63. H. Samayoa y Co., 9a. Avenida 10-00, Zona 1, Guatemala City, C.A.

PAKISTAN—Electric elements, immersion heaters, thermostat switches, electrical cables and wires for use in surgical instrument manufacturing plant. The Union Surgical Co., "Excelsior Works," (manufacturer), Court Rd., Sialkot City. WTD 8/29/63.

■ **TURKEY**—Head lamps sealed beams for various cars and trucks, tung-sol, or equals. Various part numbers, descriptions, quantities. Import license No. 001796. Quotation deadline September 30. Kemal Aybay Sirketi, A. Hamit, Cad. 25/A, Taksim, Istanbul.★ SBC-361.

365 Radio, Television Receiving Sets

ECUADOR—Phonograph record courses in English, French, Italian, German, Spanish, Russian. Librería Científica, S. A., Luque No. 223, P.O. box 362, Guayaquil. WTD 8/14/63.

IRAQ—Requests agency for competitively priced television receivers, radios, tape recorders, record players. Mahdi Nama Al-Jabri, P.O. box 83, Ashar, Basra.

NETHERLANDS—Interested in importing all sorts of literary (spoken-word) and classical phonograph recordings. M. F. van Piere, Wetensschappelijke Boekhandel, Rechtestraat 62, Eindhoven. WTD 8/27/63.

NIGERIA—Radios, phonographs. Direct purchase and agency. Gobecco Trading Co., (importers, retailers), 6 Commercial Layout, Ogui Rd., P.O. box 346, Enugu, Eastern Nigeria. WTD 8/19/63.

VENEZUELA—Pre-recorded magnetic tapes (musical only); requests catalogs. C.A. Importaciones Rocca, Apartado 5339, Chacao, Caracas.

366 Communication Equipment

● **PAKISTAN**—Supply of 125 magneto telephones for testing carrier lines in the field. Purchase No. 7-6/63/500, bid deadline October 8. Mr. F. Rizwi, Purchase Coordinating Officer, Pakistan Telegraph & Telephone, Block No. 48A, Pakistan Government Offices, Shahrah Iraq, Karachi.★ (Telephone: WO 7-4823).

371 Motor Vehicles, Motor Vehicle Equipment

CHILE—Automobile parts, accessories. Orezzoli S.A.D., (importer, wholesaler), Presidente Balmaceda 1296, Casilla 3698, Santiago. WTD 8/20/63.

● **COSTA RICA**—Loaders, 5, for off-highway heavy duty work, 10.5 cu. yd. Tender No. 938, bid deadline November 18. Seccion de Proveeduria, Instituto Costarricense de Electricidad, Apartado XXXII, San Jose. General conditions, specifications in Spanish.★ (Telephone: WOrth 7-3294).

ENGLAND—Automobile accessories. Direct purchase and agency. Charles A. Worth, (importer), Elstow, Taymount Rise, London, SE.23. WTD 7/8/63.

MEXICO—Pumps and fuel system spare parts, transmission gears, suspension, brake parts; requests replies from manufacturers only. Refaccionaria El Cocodrilo, (importer), Cumbres de Maltrata No. 229, Mexico, D.F. WTD 7/23/63.

NETHERLANDS—Equipment for semitrailers, including axles, wheels, braking system, telescopic steel landing gears, couplings. Handelsonderneming Firma de Winter & Co., (importing distributor), 6 Lijsterstraat, Enschede.

SINGAPORE—Automotive spare parts, accessories; requests price quotations cif Singapore. Direct purchase and agency. Nam Seng Co., 8 Foch Rd., Singapore 8. WTD 8/6/63.

Motor truck spare parts; requests price quotations cif Singapore. Parts required—booster assembly with extra major and minor repair kits; clutch disc assembly; universal joint kits; wheel hubs and drums; voltage regulators; water pump bearings; king pin thrust bearings for Chevrolet, Dodge, Ford V-8, and G.M.C. trucks, Willys jeeps. Sin Guan Soon Hong, Ltd., 143/145 Princep St., Singapore 7. WTD 6/5/63.

374 Railroad Equipment

■ **PAKISTAN**—Materials for 1000 mg. wagons. Loan No. 45. U.S. source. Tender No. P&D/WAG-100/CTG. Bid deadline December 5. East Pakistan Railway Board, Railway Bldg., Chittagong. SBC-352.

380 Professional, Scientific, Controlling Instruments; Photographic, Optical Goods; Watches, Clocks

CHILE—Alcoholmeters, thermometers, matrasses for use in laboratories; requests replies in Spanish. Mavinsa—Manufacturera y Proveedora Vitivinicola S.A., (importer distributor), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

381 Engineering, Laboratory, Scientific, Research Instruments

ENGLAND—Specialized engineering products. Direct purchase and agency. John Hinton, Ltd., (manufacturer, sales agent), 10 Cork St., London, W.1. WTD 8/8/63.

MEXICO—Laboratory equipment. Direct purchase and agency. Laboratories Brovel, S.A., (importer, wholesaler, manufacturer), Zamora 159, Mexico 11, D.F. WTD 7/25/63.

NORWAY—Pleasure boat instruments; requests replies from manufacturers only. Direct purchase and agency. Leif H. Strom, (importing wholesaler, manufacturer's agent), 16 Dronningensgete, Oslo.

383 Optical Instruments, Lenses

■ **INDIA**—Plane grating spectrograph, F/63 of 0/75 meter focal length with accessories, without grating, Jarrell-Ash Co., cat. No. 7500, or equivalent. Inquiry No. 457. Requisition No. 1038 Ch. E. 181/63.

■ Accessories for spectrograph F/6.3, cat. No. 7500, direct reader head, model No. 75010. To accept up to seven 66015 exit slit and photomultiplier assemblies; electronics and scope, model No. 82118, to work on 220v., a.c. and 50 c.p.s.; plane circular grating, model No. 13810, in mount, ruled areas 102x102 mm.; 600 goves/mm. biased for 5000 a in first order, dispersion 20A/mm., approx. Inq. #456. Req. #1039 180/63 c.h.e.

Both the above are for the Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass., Attn: Mr. Robert E. Johnson, Purchasing Agent, where quotations are to be submitted by September 30. Equipment to be used at the Indian Institute of Technology, Kanpur, and the following information is required in conjunction with quotations: Overseas packing on all items; if this equipment is standard, please submit price and other pertinent data; Give best delivery, including shipping time to Boston, Mass.; If supplier has representatives in India, give name and addresses; all commodities and their shipping containers furnished under this contract must carry the official American Aid, hand clasp emblem designed for this purpose. This identification shall be affixed by metal plate, decalcomania, stencil, label, tag, or other means, depending upon the type of commodity or shipping container and the nature of the surface to be marked. The emblem placed on the commodities must be approximately as durable as the trade mark or company or brand name affixed by the producer; emblems on the shipping containers must be legible until they reach the consignee. Size of emblem may vary depending upon the size of the commodity, package or shipping container to be marked, but must be large enough to be clearly visible at a reasonable distance. Electrical equipment to be furnished for 230 v., 50-cycle operation. SBC-359.

■ Recording IR-Vis-UV spectrophotometer, complete with accessories, 31 items. Inquiry No. 460. Requisition 1045 DAD/10. Bid deadline September 30. Limited worldwide (898). Quotations to be submitted to: Mr. Robert E. Johnson, Purchasing Agent, Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass.★ SBC-359.

■ High resolution double grating infra-red spectrophotometer, Parkin-Elmer, or equivalent; model 521 automatic recording double beam optical for table mounting. Including accessories, attachments, vacuum tubes, relays. Inquiry and requisition No. 1047 Central-99. Bid deadline September 30. Limited worldwide (898). Quotations to be submitted to Mr. Robert E. Johnson, Purchasing Agent, Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass.★ SBC-359.

384 Surgical, Medical, Dental Instruments

CHILE—Medical instruments; requests replies in Spanish. Direct purchase and agency. The University Society Chilena, Ltda., (importer, wholesaler), Santo Domingo 863, Santiago. WTD 8/12/63.

GERMANY—Dental instruments, apparatus, equipment, preparations and materials; commission fee basis for sale in northwestern part of Germany. Direct purchase and agency. Curt Budde, (wholesaler), 25 Krahnstrasse, Osnabrueck.

● **IRAQ**—Supply of 26,000 hypodermic syringes, needles for the Ministry of Health. Bid deadline October 6, Tender No. 31/63. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: WOrth 7-2939).

386 Photographic Equipment

■ **COSTA RICA**—Aerial camera, Fairchild model KC-1B, complete with 6" Planigon lens, mount, vertical view finder, vacuum accessories calibrated; extra roll film magazine, intervalometer, spring stamping machine, for use of above; aerial photographic rectifier, Kargl Instrument, Inc., 9x9", 0.5-5.0 magnification, vernier reading, print washer, photographic, U.S. Army E1-5(3), model Paconomy 26, or U.S. Air Force model A-14 dryer; contact printer, U.S.A.F. model A-14A; darkroom kit, U.S.A.F. model U-1; Code 9806, photographic equipment, manufacturer's or U.S. service models or numbers used, but similar equipment acceptable. Quotations should indicate factory price, as well as estimates for export boxing, air freight, best possible delivery. PIO/C No. 515-A-11-AA-0-30192. Limited worldwide (901). Bid deadline September 27. General Services Officer, USAID Mission to Costa Rica, c/o American Embassy, San Jose. SBC-359.

ENGLAND—Educational instruments, teaching machines. Direct purchase and agency. F. C. Robinson and Partners, Ltd., (electronic engineers), Davies House, Second Fl., 181 Arthur Rd., Wimbledon, London, SW.19. WTD 7/25/63.

GERMANY—Cine machinery for copying and developing cine films of 8 and 16 mm. Photo Pech, (importing distributor), Gaensemarkt 33, Hamburg 36.

■ **INDIA**—X-ray Diffractometer and accessories, long list of items, including components. Inquiry No. 461. Requisition: 1043 MET. E/28. Limited worldwide (898). Quotations to be submitted to: Mr. Robert E. Johnson, Purchasing Agent, Educational Services, Inc., Kanpur Indo-American Program, 164 Main St., Watertown 72, Mass.★. SBC-359.

● **RHODESIA—NYASALAND**—Aerial survey camera, 6 in. lens, 9 x 9 in. format. Submit technical details, prices, delivery date to Director, Federal Dept. of Trigonometrical and Topographical Survey, P.O. box 8181, Causeway, Salisbury, Rhodesia—Nyasaland. (Telephone: WOrth 7-2778).

● **VIETNAM**—Roll film, film pack, flashbulbs, photographic paper, developers, cameras, enlargers. Tender No. 0979-28083, bid deadline October 16. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: WOrth 7-2778).

394 Toys, Amusement, Sporting Goods

CYPRUS—Rubber toys. Direct purchase and agency. Economides & Roussos Co., (importer, wholesaler, manufacturer's representative), P.O. box 98, Limassol. WTD 8/22/63.

Educational toys, novel toys, games, dolls; inexpensive line. Direct purchase and agency. Rainbow Agencies, (importer, retailer, manufacturer's representative), P.O. box 580, Onasagoras-Aristotelis St., Nicosia. WTD 8/21/63.

ENGLAND—High-quality die-cast model automobiles, both metal and plastic, which will be of particular interest to collectors. Direct purchase and agency. Auto-Models, Ltd., (importer, sales agent), 70 Finsbury Pavement, London, EC.2. WTD 8/6/63.

Novelty toys of good quality and construction kits. Direct purchase and agency. Cavendish Distributors Co., (importer, exporter), 3 Hanover Sq., London, W.1. WTD 8/8/63.

PAKISTAN—Games for children. Direct purchase and agency. The Punjab Religious Book Society, (importer, distributor, printer), Anarkali, Lahore. WTD 8/19/63.

395 Pens, Pencils, Office, Artists' Materials

CYPRUS—Office supplies, ball point pens, fountain pens. Direct purchase and agency. Rainbow Agencies, P.O. box 580, Onasagoras-Aristotelis St., Nicosia. WTD 8/21/63.

ECUADOR—All types of office supplies and equipment. Litografia e Imprenta "La Reforma" Jacinto Jouvin Arce e Hijos, (importer, manufacturer), Luque No. 219, P.O. box 19, Guayaquil. WTD 8/8/63.

396 Costume Jewelry

IRAQ—Necklaces, brooches, pins, clips. Abbas Haj Reda Zahid Store, Pharmacists St., Ashar, Basra. WTD 8/24/63.

399 Manufacturing Industries

■ **BOLIVIA**—Book paper offset, standard, white substance, basis 25 x 38 in., 90 lb., thickness, approx., single sheet, 0.0038 in., 1000 sheets, 3.8 in., opacity text, E halftones, solids, vg, principal uses, posters, books, pamphlets, catalogs, characteristics, clean, hard surface, suitable for offset printing with halftone. Metal filing cabinets, 4; typewriters, various sizes, descriptions, 22; motion picture screen, 72x96", projector, combination film strip and slides; blue-black ink, 20 lb.; mpm multigraph stencils, 11 x 17, 1,000 each. Invitation No. MOE-ORP-00013-63. PIO/C No. 511Q72AA-9-30208. Limited world wide (901). Bid deadline September 30. Consignee: Commission of Administrative Reform. Buyer: Ministry of National Economy, 1492 Camacho Ave., La Paz. Copies of detailed specifications, special instructions, conditions and bid forms may be obtained from the Embassy of Bolivia, 1145-19th St., NW., Washington, D.C., Attn: Dr. Salcedo. SBC-361.

CYPRUS—Household floor brooms. Direct purchase and agency. Economides & Roussos Co., (importer, retailer, manufacturer's representative), P.O. box 98, Limassol. WTD 8/22/63.

EL SALVADOR—Ornaments for ladies' dresses; rings, fancy jewelry; adornments for the hair (hair pin, curlers, bobby pins). Mr. Lucio Chavez h.y Cia, (notions store), Almacen Deluxe, Apartado Postal 701, San Salvador, C.A. WTD 9/14/62.

ENGLAND—Novelty items for distribution in U.K. Direct purchase and agency. C. Birnbaum, Ltd., (manufacturer), 13-15 Ironmonger Row, London, E.C.1. WTD 8/7/63.

GERMANY—Linoleum; wholesaler, retailer requests replies in German. Direct purchase and Agency for Hesse, Bavaria and Rhineland-Palatinate. Kupsch & Co., 27-29 Alte Gasse, 6 Frankfurt/Main.

GREECE—Paint brushes. Direct purchase

and agency. P. C. Tracadas, (sales agent), 4 Irakliou St., Athens. WTD 8/19/63.

HONG KONG—Sponges of 3 to 4 mm. T. C. Wong & Co., (importer, exporter), 505 Regent House, 84-90 Queen's Rd., C., Hong Kong. WTD 2/28/63.

MALAYA—Hair-dressing equipment, such as clippers, scissors, brushes. Heng Lee Tonsorial Store, (importer, exporter, retailer, wholesaler, manufacturer), 22 Cintra St., Penang. WTD 8/22/63.

NETHERLANDS—Frames for billfolds: requests replies from manufacturers only. Direct purchase and agency. W. Friedeberg, (importer, commission merchant), 21 Boele van Hensbroekstraat, The Hague. WTD 8/21/63.

PAKISTAN—Christmas and holiday decorations, gift wrappings, cellophane, novelties. Direct purchase and agency. The Punjab Religious Book Society, (importer, distributor, printer), Anarkali, Lahore. WTD 8/19/63.

Globes, for school and college use. Direct purchase and agency. Lahore Book Depot, (importer, distributor, printer), 65 The Mall, Lahore. WTD 8/19/63.

505 Farm Products—Raw Materials

GERMANY—Raw furs: southern and northern musk, sealskin and lakoda (fouke fur), beaver nutria, mink. Gerhard Baumgart, (manufacturer), 11 Kaiserstrasse, Offenback/Main.

509 Wholesalers

■ **TURKEY**—Natural raw rubber, superior quality IX, approx. $10,000. Fob Malaya/Singapore. Import license No. 001800, quotation deadline October 2. Ahmet Ceri, Kuvvet Lastik Fabrikasi, Rami, Topcular Cicoz Yolu No. 13/1, Istanbul. Cable, METCERI, Istanbul. PA#277-891-901/356/3232. SBC-361.

539 General Merchandise Stores

HONG KONG—Army surplus materials, such as canvas tentage, nylon rope, hemp rope, steel wire rope, clothing. T.C. Wong & Co., (importer, exporter), 505 Regent House, 84-90 Queen's Rd., C., or P.O. box 14353, Hong Kong. WTD 2/28/63.

Automotive supplies asked for Allied Forces, Italy

Two new tenders have been opened to U.S. bidders by the U.S. Contracting Office, Headquarters Allied Forces Southern Europe, Naples, Italy.

Tender No. 28-63 calls for the supply and delivery of the following automotive equipment: 12 sedans, 4 to 5 passengers; 1 sedan, 5 to 6 passengers; 5 station wagons; 7 light busses, 10 seats; 4 busses, 54 seats; 4 light trucks, 5 tons.

Tender No. 29-63 calls for furnishing 34 metal cabinets for the storage of technical and/or electronic parts of the following overall dimensions: height—160 cm.; width—115 cm.; length—7 cm.; 17 cabinets to have 70 drawers, and 17 to have 35 drawers.

Bids should reach the Purchasing and Contracting Office HQ,AFSOUTH, for tenders 28-63 by October 4, and 29-63, October 11.

Copies of each tender containing further details are available from the Commodity Export Promotion Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C., 20230.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat Products

TRINIDAD—Chicken fryers, 2 to 3½ lb., cut, cleaned, in cello bags; to be packed 12 to a box, wgts. marked on boxes. R. Narine (produce dealer, ship chandler, manufacturers' representative, importer, exporter), 12 & 14 Faure St., Port of Spain, Trinidad. WTD 8/2/63.

203 Canning, Preserving Foods

RHODESIA—Canned foodstuff; requests replies from manufacturers only. Progressive Agencies, (Rhodesia), (manufacturers' representative), P.O. box 2231, Salisbury. WTD 7/20/63.

220 Textile Mill Products

MOROCCO—Fabrics for clothing: blue denim, gabardine, waste nylon, nylon, polyester fiber; importer requests replies from manufacturers only. Etablissements J. Dayan et Cie, 25, rue de Strasbourg, Casablanca. WTD 1/3/63.

NEW ZEALAND—Cotton prints for frocks, blouses; cotton, cotton mixture fabrics for blouses; woven mixture fabrics for frocks and skirts; knitting yarns of cotton, synthetics, mixtures; sheets, pillow cases, towels, in gift-boxed sets. Noel P. Hunt and Co., (New Zealand), Ltd., (importer), 425 Cuba St., Lower Hutt.

RHODESIA-NYASALAND—Cotton piece goods. Devee Agencies, (manufacturer's agent), P.O. box 654, Blantyre, Nyasaland. WTD 7/22/63.

TRINIDAD—Shirting material of cotton, dacron, terylene; tricot fabrics of rayon, acetate, nylon, for manufacturing lingerie. Requests replies from manufacturers only. Franco, (B.W.I.), Agencies, (manufacturers' representative, importer, exporter, general commission merchant), 17 Henry St., Port of Spain, Trinidad. WTD 8/2/63.

Men's suitings of synthetic fabrics, mixtures of wool and synthetic fabrics, mohair; requests replies from manufactures only. Franco, (B.W.I.), Agencies, (manufacturers' representative, importer, exporter, general commission agent), 17 Henry St., (P.O. box 297), Port of Spain, Trinidad. WTD 8/2/63.

221 Broad Woven Fabric Mills, Cotton

TRINIDAD—Cotton piece goods. R. Narine, (produce dealer, manufacturers' representative, ship chandler, importer, exporter), 12 & 14 Faure St., Port of Spain, Trinidad. WTD 8/2/63.

228 Yarn, Thread Mills, Products

TURKEY—Yarn of continuous synthetic textiles; requests replies from manufacturers only. Rasin Babur ve Ortaklari Kol. Sti., (importer), Asirefendi Cad., Katircioglu Han 425-426, Istanbul. WTD 8/26/63.

230 Apparel

NORWAY—Lingerie for misses, ladies; requests replies from manufacturers only. E. Bergwitz-Larsen, 17 Kirkegaten, Oslo. WTD 8/9/63.

233 Women's, Misses', Juniors' Outerwear

GERMANY—Ladies' wearing apparel, outer garments; manufacturer requests replies in German. Agency for Germany. Rotac K.G., 1 Gymnasiumstrasse, 6253 Hadamar, Krs. Limburg.

TRINIDAD—Ladies' dresses, summer styles; children's cotton dresses; to be packed in boxes. Requests samples. R. Narine (produce dealer, manufacturers' representative, ship chandler, importer, exporter), 12 & 14 Faure St., Port of Spain, Trinidad. WTD 8/2/63.

234 Women's, Misses, Children's, Infants' Under Garments

NORWAY—Corsets, except maternity, surgical; requests replies from manufacturers only. E. Bergwitz-Larsen, 17 Kirkegaten, Oslo. WTD 8/9/63.

RHODESIA-NYASALAND—Foundation garments; requests replies from manufacturers only. Progressive Agencies, (Rhodesia), (manufacturer's representative), P.O. box 2231, Southern Rhodesia. WTD 7/20/63.

251 Household Furniture

NIGERIA—Furniture. Nelson Bros. & Co., (importers), 31 Hospital Rd., P.O. box 47, Port Harcourt. WTD 8/13/63.

262 Paper Mills, Products

TURKEY—Kraft paper for cement bags; requests replies from manufacturers only. Rasin Babur ve Ortaklari Kol. Sti., (importer), Asirefendi Cadd., Katircioglu Han 425-426, Istanbul. WTD 8/26/63.

264 Converted Paper, Paperboard Products

NIGERIA—Stationery, school supplies. Nelson Bros. & Co., (importers), 31 Hospital Rd., P.O. box 47, Port Harcourt. WTD 8/13/63.

276 Manifold Business Forms Manufacturing

GREECE—Punched cards, continuous forms for accounting machines and computers. The Commercial Agencies of Greece, (sales agent), 41 Sofocleous St., Athens. WTD 12/20/62.

280 Chemicals

CEYLON—Agricultural, industrial chemicals. Ernest H. Vijaya Sinha, (manufacturer's agent, importing distributor), 25 Caffoor Bldg., Ground Fl., Main St., Colombo 1. WTD 8/3/62.

CHILE—Adhesives, sealing compounds, protective coatings for use in the construction, automotive, manufacturing industries. Elastoplastic, Ltda., (manufacturers), Federico Reich 155, Santiago. WTD 8/9/63.

281 Industrial Chemicals

PAKISTAN—Ammonium sulphate, urea; re-

quests replies from manufacturers only. Aziz-Ud-Din Manji & Co., (manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 3/26/63.

TURKEY—Sodium hydroxide, (caustic soda), potassium hydroxide, sodium peroxide, potassium peroxide. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

282 Synthetic Materials

TURKEY—Raw materials for the plastics industry: plasticizers, hardened albuminoids, natural resins; condensation, polycondensation, polyaddition products. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

283 Drugs

CEYLON — Pharmaceutical preparations, drugs, veterinary medicines; requests replies from manufacturers only. Ernest H. Vijaya Sinha, (manufacturer's agent, importing distributor), 25 Caffoor Bldg., Ground Fl., Main St., Colombo 1. WTD 8/3/62.

CHILE—Pharmaceutical, veterinary products; requests replies in Spanish. Laboratorios Labor, Ltda., (manufacturers, distributors), Avda. Salvador 1406, Casilla 2286, Santiago. WTD 8/28/63.

PAKISTAN—Drugs, medicines: vitamin preparations, antibiotics; tetracyclin, hormones, patent medicines; list available on loan basis from TO Staff, BDSA-111, Department of Commerce, Washington, D.C., 20230, (Telephone WO 7-4674). Yasin Bros., (importing distributor, commission merchant), Yasin Bldg., Rang Mahal, P.O. box 83, Lahore. WTD 5/17/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

RHODESIA-NYASALAND—Cosmetics; requests replies from manufacturers only. Progressive Agencies, (Rhodesia), (manufacturer's representative), P.O. box 2231, Salisbury, Southern Rhodesia. WTD 7/20/63.

287 Agricultural Chemicals

MOROCCO—Potassic fertilizers, such as potassium sulfate; nitrate fertilizers, such as ammonium sulfate, ammonitrate enriched at 33.5%, and "perlurée" (a granulated nitrate fertilizer containing 46% nitrogen); importer requests replies in French from manufacturers only. O.C.I.N.A., Omnium Commercial et Industriel Nord-Africain, 52, ave. Hassan II, Casablanca.

VENEZUELA—Fertilizers, insecticides. Commission agency. Especialidades Industriales C.A., (importing distributor), Apartado 4376, Caracas. WTD 8/12/63.

299 Products of Petroleum, Coal

TURKEY—Lubricating oils. Rasin Babur ve Ortaklari Kol. Sti., (importer), Asirefendi Cad., Katircioglu Han 425-426, Istanbul. WTD 8/26/63.

307 Plastics Products

NETHERLANDS—Plastic folios; Importer, commission agent requests replies from manufacturers only. W. Friedeberg, 21 Boele van Hensbroekstraat, The Hague. WTD 8/21/63.

TRINIDAD—Plastic goods; requests samples. R. Narine, (manufacturers agent, importer, exporter, ship chandler), 12 & 14 Faure St., Port of Spain. WTD 8/2/63.

311 Leather Tanning, Finishing

NETHERLANDS—Lining leather and artificial leather of all kinds; importer, commission agent requests replies from manufacturers only. W. Friedeberg, 21 Boele van Hensbroekstraat, The Hague. WTD 8/21/63.

314 Footwear, Except Rubber

TRINIDAD—Men's, women's shoes; requests samples. R. Narine, (manufacturers' agent, importer, exporter, ship chandler), 12 & 14 Faure St., Port of Spain, Trinidad. WTD 8/2/63.

320 Stone, Clay, Glass Products

TURKEY—Safety glass, unbreakable glass; glass linings for vacuum flasks. Requests replies from manufacturers only. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

322 Glass, Glassware

TRINIDAD—All types of glassware. R. Narine, (manufacturer's agent, importer, exporter, ship chandler), 12 & 14 Faure St., Port of Spain. WTD 8/2/63.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

TURKEY—Treated mica, mica products; refractory bricks. Requests replies from manufacturers only. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

Friction packings for brakes, clutches, other friction apparatus, parts with basis of asbestos, cellulose, other mineral substances. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

330 Primary Metal Industries

PAKISTAN—Iron and steel products; ferro-alloys; nonferrous metals and ores; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230. (Telephone WO 7-4674). Aziz-Ud-Din Manji & Co., (manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 3/26/63.

331 Steel Mill Products

TURKEY—Ferro-alloys; alloy and high carbon steel; iron and steel sheets, sections, pipes, tubes. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

335 Rolling, Drawing, Extruding of Nonferrous Metals

TURKEY—Unwrought aluminum, aluminum sheets, strips, aluminum powder, aluminum washers; unwrought zinc. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

336 Nonferrous Foundries

TURKEY—Phosphorous bronze rods, plates, strips. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

342 Cutlery, Handtools, General Hardware

TURKEY—Plumbers' tools (pipe threaders, vises, pipe cutters, tube benders, wrenches, flaring tools); requests replies from manufacturers only. Mehmet C. Zuhal, (importer), Zuhal Is Hani, Halit Ziya Bulvari, No. 33, Izmir.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS—Heating systems. Aga N.V., (importing distributor), 104 Prins Mauritslaan, The Hague.

VENEZUELA—Bathroom fixtures, plumbing fittings; kitchen sinks, accessories, fixtures. Requests replies in Spanish. Angel I. Medina B., (sales agent), Edificio Victoria, Esquina Pepe Aleman (P.O. box 5309 del Este, Caracas. WTD 12/10/62.

349 Fabricated Metal Products

TURKEY—Unwrought tin, tin rods, sections, wire, sheets, plates, strips, tinfoil, powder, flake. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

351 Engines, Turbines

GREECE—Diesel engines, spare parts. Leonidas Valmas, (sales agent), 3 Xenias St., Athens. WTD 8/14/63.

353 Construction Machinery

GREECE—Passenger elevators; service station automobile lifts. Leonidas Valmas, (sales agent), 3 Xenias St., Athens. WTD 8/14/63.

MOROCCO—Tracklaying tractor repair, replacement parts. Ets. J.J. Corsin, S.A., (importer), 9-13 Blvd. Abdellah ben Yacine, Casablanca. WTD 6/18/63.

PAKISTAN—Earthmoving and road making machinery such as tractors, bulldozers, dumpers, shovels, road rollers, concrete mixers, asphalt plants; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4674). Aziz-Ud-Din Manji & Co., (manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 3/26/63.

354 Metalworking Machinery

GERMANY—Large presses for iron and tin work. Agency representation for Germany and possibly France. Willibald Smachtin, (sales agent), 42 Sebastianstrasse, 6674 Hassel/Saar.

Machine-tools' and special machinery; manufacturer requests replies in German. Agency for Germany. Dahag Ingenieure GmbH, 11 Hebelstrasse, Frankfurt/Main.

PAKISTAN—Machine tools, workshop equipment; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4674). Aziz-Ud-Din Manji & Co., (manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 3/26/63.

355 Special Industry Machinery

CHILE—Liquid filters, equipment for bottling wines; requests replies in Spanish from manufacturers only. Mavinsa-Manufactuera y Proveedors Vitivinicola S.A., (importer, distributor), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

NIGERIA—Printing equipment. Nelson Bros. & Co., (importers), 31 Hospital Rd., P.O. box 47, Harcourt. WTD 8/13/63.

356 General Industrial Machinery

GREECE—Portable pumps, spare parts; ball bearings, spare parts. Leonidas Valmas, (sales agent), 3 Xenias St., Athens. WTD 8/14/63.

NIGERIA—Paper packaging equipment. Nelson Bros. & Co., (importers), 31 Hospital Rd., P.O. box 47, Port Harcourt. WTD 8/13/63.

PAKISTAN—Air compressors, pumping sets, weighing bridges, workshop equipment; requests replies from manufacturers only. Aziz-Ud-Din Manji & Co., (manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 3/26/63.

357 Office, Computing, Accounting Machines

PHILIPPINES—Office equipment: adding machines, calculators; exclusive distributorship in the Philippines. Aboitiz Marketing Corp., (importer, distributor), 246-250 Ligaspi St., P.O. box 321, Cebu City, Cebu. WTD 10/25/62.

TURKEY—Typewriters, calculating machines, statistical machines. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

358 Service Industry Machines

ENGLAND—Vending machines for frozen foods, including those with built-in heating equipment for ready-to-serve meals; microwave ovens, heat convector ovens for frozen foods. Mediate Meals, Ltd., (manufacturer), Mediate House, Lundy St., London, W.6. WTD 8/6/63.

Equipment to aid sales of frozen foods. Mediate Meals, Ltd., (manufacturer), Mediate House, Lundy St., London, W.6. WTD 8/6/63.

GREECE—Air conditioning units, spare parts. Leonidas Valmas, (sales agent), 3 Xenias St., Athens. WTD 8/14/63.

361 Electric Transmission, Distribution Equipment

PAKISTAN—Equipment for transmission line; specifications available on loan basis from Trade Opportunities Staff, BDSA-111, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4674). Aziz-Ud-Din Manji & Co., (manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 3/26/63.

363 Household Appliances

NORTHERN IRELAND—Domestic appliances e.g. cookers, refrigerators, toasters, washing machines, irons, electric fires; requests replies from manufacturers only. Exclusive agency for Northern Ireland. Potter, Cowan & Co., (Belfast), Ltd., (wholesale hardware and electrical merchant), 62-66 Great Patrick St., Belfast.

366 Communication Equipment

PAKISTAN—Radio transmitting equipment; requests replies from manufacturers only. Aziz-Ud-Din Manji & Co., (manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 3/26/63.

371 Motor Vehicles, Motor Vehicle Equipment

NETHERLANDS—Automotive equipment. Agar N.V., (importing distributor), 104 Prins Mauritslaan, The Hague.

PHILIPPINES—Automotive spare parts, accessories for trucks, cars, jeeps; viz., side mirrors, spot lights, musical horns; exclusive distributorship for the Philippines. Aboitiz Marketing Corp., (importer, distributor), 246-250 Legaspi St., P.O. box 321, Cebu City, Cebu. WTD 10/25/62.

374 Railroad Equipment

PAKISTAN—Axles, wheels, tires, wagons, locomotives; requests replies from manufacturers only. Aziz-Ud-Din Manji & Co., (manufacturers' agent), 26 Lakshmi Bldg., Bunder Rd., Karachi. WTD 3/26/63.

375 Motorcycles, Bicycles, Parts

RHODESIA-NYASALAND—Cycle accessories. Devee Agencies, (manufacturer's agent), P.O. box 654, Blantyre, Nyasaland. WTD 7/22/63.

381 Engineering, Laboratory, Scientific, Research Instruments

CEYLON—Testing instruments for industrial research; laboratory equipment; requests replies from manufacturers only. Ernest H. Vijaya Sinha, (manufacturer's agent and importing distributor), 25 Caffoor Bldg., 1st Fl., Main St., Colombo 1. WTD 8/3/62.

NETHERLANDS — Laboratory equipment; especially stainless steel cages for experimental animals; also plastic cages capable of enduring sterilization temperatures above 100° C. H. Visser, (commission merchant), 24c Sparrenlaan, Driebergen.

382 Professional, Scientific, Controlling Instruments; Photographic, Optical Goods; Watches, Clocks

CHILE—Measuring elements similar to types used in gasoline dispensing machines; requests replies in Spanish from manufacturers only. Mavinsa - Manufacturera y Proveedora Vitivinicola S.A., (importer, distributor), Ahumada 131, Oficinas 322/323, Santiago. WTD 8/2/63.

GERMANY—Isotope control equipment. Emka Dr. Marius Kratzenstein Berlin GmbH, (importer, wholesaler, manufacturer), 26 Kaiserdamm, Berlin 19. WTD 4/18/63.

GREECE — Personal radiation protection equipment. A.B.E.P. - H. Johanides, (agency), 273 Acharnon St., Athens. WTD 1/30/63.

384 Surgical, Medical, Dental Instruments

CEYLON—Surgical dressings, instruments, hospital appliances. Ernest H. Vijaya Sinha, (manufacturer's agent, importing distributor), 25 Caffoor Bldg., 1st Fl., Main St., Colombo 1. WTD 8/3/62.

386 Photographic Equipment

CEYLON—Teaching aids for technological training; requests replies from manufacturers only. Ernest H. Vijaya Sinha, (manufacturer's agent, importing distributor), 25 Caffoor Bldg., 1st Fl., Main St., Colombo 1. WTD 8/3/62.

391 Jewelry, Silverware, Plated Ware

TURKEY—Diamonds for industrial purposes. Rasin Babur ve Ortaklari Kol. Sti., (importer), Katircioglu Han 425-426, Asirefendi Caddesi, Istanbul. WTD 8/26/63.

395 Pens, Pencils, Office, Artists' Materials

NIGERIA—School supplies. Nelson Bros. & Co., (importers), 31 Hospital Rd., P.O. box 47, Harcourt. WTD 8/13/63.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

RHODESIA—NYASALAND—Costume jewelry; requests replies from manufacturers only. Progressive Agencies, (Rhodesia), (manufacturer's representative), P.O. box 2231, Salisbury, Southern Rhodesia. WTD 7/20/63.

399 Manufacturing Industries

RHODESIA-NYASALAND—Novelty Christmas gifts; requests replies from manufacturers only. Progressive Agencies, (Rhodesia), (manufacturers' representative), P.O. box 2231, Salisbury, Southern Rhodesia. WTD 7/20/63.

TRINIDAD—Gift articles. R. Narine, (manufacturer's agent, importer, exporter, ship chandler), 12 & 14 Faure St., Port of Spain. WTD 8/2/63.

505 Farm Products—Raw Materials

TURKEY—Fresh and dried cattle hides, fresh and dried buffalo, buffalo calf hides. Rasin Babur ve Ortaklari Kol. Sti., (importer), Asirefendi Caddesi, Katircioglu Han 425-426, Istanbul. WTD 8/26/63.

539 General Merchandise Stores

RHODESIA—NYASALAND—Used clothing. Devee Agencies, (manufacturer's agent), P.O. box 654, Blantyre, Nyasaland. WTD 7/22/63.

891 Engineering, Architectural Services

IRAQ—Wishes to participate with large and well-known U.S. engineering firms in construction contracts tendered by the Government of Iraq. Mehdi Balasim Al-Yaseen, (importer, contractor, landowner), Munim al-Khedery Bldg., Mustansir St., Baghdad.

Transmission equipment asked by Nigerian corporation

The Electricity Corp. of Nigeria is inviting tenders for the supply, delivery and erection of substation equipment as a modification to the Oji River Transmission Systems substation plant.

Contract No. 1033/181 consists of outdoor 66 kv. switchgear and substation equipment, indoor 11 kv. and 3.3 kv. switchgear, power transformers, batteries, cables, control and relay equipment. The bid deadline is November 19.

A set of three tender documents may be obtained after September 24, from The London Representative, Electricity Corp. of Nigeria, York House, (Fifth Floor), Westminster Bridge Rd., London, SE. 1, England, upon receipt of $56.00 not refundable. A short precis of the extent of the work may be had on application to the London Representative.

Leads for Importers

Commodities are offered direct unless specified.

208 Beverage Industries

AUSTRALIA—Beer (Castlemaine Perkins, Pty., Ltd.,—Fourex Beer). Australian Exporters, Pty., Ltd., 69 Eagle St., Brisbane, Queensland. WTD 8/28/63.

242 Sawmill, Planing Mills

ENGLAND—Printed vinyl flooring. Wallington Weston & Co., Ltd., Frome, Somerset. WTD 9/4/63.

262 Paper Mills, Products

CHILE—Newsprint paper, cellulose, dressed lumber. Compania Manufacturera de Papeles y Cartones S.A., Agustinas 1343, Casilla 296, Santiago. WTD 8/22/63.

273 Books

GERMANY—New German textbooks, (German and other foreign language; French and Spanish literature); also German periodicals on medicine, mathematics. Richard Schwarzbold, Buchhaendler und Antiquar, 52 Geltorfstrasse, 5301 Witterschlick bei Bonn. WTD 8/28/63.

283 Drugs

IRAQ—Processed licorice root. 10 mt. available for immediate shipment. Samples will be sent to U.S. inquirers upon request. Khammas Agricultural Industries Factory, 12/286 Al-Salam City, Baghdad. WTD 9/7/63.

311 Leather Tanning, Finishing

AUSTRALIA—Tanned dyed woolly sheepskins and kangaroo skin leather. Australian Exporters, Pty., Ltd., 69 Eagle St., Brisbane, Queensland. WTD 8/28/63.

342 Cutlery, Hand Tools, General Hardware

GERMANY—New type of "mini-plane" which can be used for all types of wood, leather, rubber. Weight, (including carton): o/297 lb.; price: $0.71 per unit, c.i.f. U.S. ports. Walter Stoerling, 13 Fuerstenstrasse, Wuppertal-Barmen. WTD 8/27/63.

344 Fabricated Structural Metal Products

TURKEY—The Iller Bankasi Genel Mudurlugu, Ankara, is inviting bids for various kinds of U-shaped I beam and corner steel. Bids close September 28. Specifications can be obtained from Commercial Department of Iller Bank, (Iller Bankasi Ticaret Isleri Mudurlugu-Ankara), and the Management of the District of Istanbul, (Iller Bankasi 1. Bolge Mudurlugu-Istanbul).

356 General Industrial Machinery

ENGLAND—Manufacturer of all types of filters, for wet and dry process in natural and manmade fibers, seeks distributor in U.S. Cotton Bros., (Longton), Ltd., Crown Works, Longton, Staffordshire.

369 Electrical Machinery, Equipment, Supplies

GERMANY—Chambers (mosaic structure and small-angle) for X-ray diffraction. Direct or, preferably, through agents. Emka Dr. Marius Kratzenstein Berlin GmbH, 26 Kaiserdamm, Berlin 19. WTD 4/18/63.

394 Toys, Amusement, Sporting Goods

AUSTRALIA—Water skis. Surfers Paradise Gardens, Pty., Limited, P.O. box 190, Surfers Paradise, Queensland. WTD 3/27/63.

399 Manufacturing Industries

ENGLAND—Manufacturer of model car parts seeks U.S. agent for distribution of parts or kits of model racing cars. Super Shells, 86 Luton Rd., Harpenden, Hertfordshire.

Paper, paperboard desired by Burma

The Civil Stores Committee No. (2), Paper and Stationery Branch, Rangoon, Burma, invites bids for 7,000 tons of various grades of papers and 6,000 reams of cellophane, including 3,100 tons newsprint, 1,300 tons white art paper, 400 tons manifold paper, and 3,000 rolls tracing paper.

Bid deadline for tender No. 56/Pa/8/PSI/63 is September 30.

Sealed bids should be submitted to: Chairman, Civil Stores Committee No. 2, 77/91, Sule Pagoda Rd., Rangoon, Burma. Copies of specifications, including bidding instructions, are available to firms located in the U.S. from the Forest Products Division, BDSA, Rm. 4003, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-3003).

Tenders sought by Iraq for switchgear equipment

The Ministry of Industry, D.G. of Industrial Design and Construction, Republic of Iraq, invites bids for the design, manufacture and supply of switchgear and control equipment for the Daura Power Station.

The required equipment covered in contract 5/3/19 is for the control of three steam boiler units and three 40,000 turbo-generator sets.

Bids must be received no later than October 31.

Tender documents may be obtained at the Iraqi Embassy, 1801 P St., Washington, D.C., and they are available, for review only, from the Power and Electrical Equipment Division, BDSA, Rm. 4124, Department of Commerce, Washington, D.C., 20230. (Telephone: WOrth 7-4242).

Ireland wants equipment for communication systems

The Department of Posts and Telegraphs of Ireland invites tenders for the supply and installation of telephone cable and associated transmission equipment for inter-city communications under tender No. 5 ML/63.

The initial cost of the project is expected to be about $220,000 and could expand to $750,000. A short delivery date is very important to the Department.

Bids must be submitted by October 15, to Engineer in Chief, Department of Posts and Telegraphs, Main Lines and Transmission Section, Leitrim House, The Castle, Dublin, Ireland.

A copy of specifications and conditions is available on loan to firms located in the U.S. from the Communications Industries Division, BDSA, Rm. 4805, Department of Commerce, Washington, D.C. 20230. (Telephone: WO 7-4823).

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington, D.C. 20230 or telephone WO 7-4674 in Washington.

IRAQ—The Ministry of Planning has announced the approval of a revised development plan including 197 major projects (both as continuation of old ones and the initiation of new ones) and a variety of minor projects involving a total expenditure of ID 82 million (approx. U.S. $229 million) in the current fiscal year.

Of the major projects, 44 are agricultural, 49 industrial, 38 in transport and communications and 66 in housing.

It is also reported that the sums represent estimates for expenditures during the current year and not the total cost of the projects involved.

MALAYA—The Government of Malay has announced firm plans to construct bridges spanning the Muar and the Batu Pahat Rivers.

Tenders for the project, estimated to cost around M$7 million (approx. U.S. $2.6 million), will be called at the end of October, when designs will be completed.

MEXICO—An underground subway system for Mexico City is being planned by the Federal District Government. It is reported that the project will also require alterations in the city sewerage system before construction can begin.

The District Government plans to begin work on this project sometime during 1965, consequently consulting engineers have not been appointed.

Firms interested in this project should contact—Direccion General de Obras Publicas, Depto. del Distrito Federal, Mexico, D.F., Mexico.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—Mr. S. K. Menzies, Managing Director, Australian Controls, Ltd., 511-515 Keilor Rd., Niddrie, Victoria, interested in manufacturing under license **switches for electrical appliances and electronic equipment**; importing and/or appointing agent in U.S. for pipe fittings. September 24 via San Francisco for one month, c/o Miss Avanelle Brumfield, Secretary to President, Ranco, Inc., 601 W. Fifth Ave., Columbus, Ohio. Itinerary: Columbus, Washington, New York, Toronto, Detroit, Chicago, San Francisco.

ECUADOR—Mr. Bernardo Vasconez S., 9 de Octubre 1911-1913, P.O. box 1270, Guayaquil, interested in importing **raw materials for the manufacture of automotive paints, lacquers.** Between the 10th and 25th of September via Miami for 30 days. c/o Mr. Rafael Miranda, International Overseas Co., 165 Broadway, New York, N.Y. Itinerary: Miami, New York.

ENGLAND—Mr. Felix Kohn, Vacmobile Manufacturing Co., Ltd., Priory Works, Belsize Rd., Kilburn, London, NW. 6, interested in promoting the sale of **car washing equipment,** locating manufacturers of various electrical equipment for use in these machines; considering the question of setting up a plant in the U.S. for the production of these machines. September 6 via Philadelphia for six months. c/o Mr. J. E. Schmidt, Schwenksville, R.D., Pa. Itinerary: New York, Philadelphia, Boston, Chicago, Washington.

FRANCE—Mr. Guy Berthoud, Etablissements F. Berthoud, 48 rue Victor Hugo, Belleville-sur-Saone (Rhone), interested in importing **agricultural sprayers for liquid fertilizers.** September 17 via New York for one month. c/o Mr. Bernard Griveaux, 54 Rockledge Rd., Hartsdale, N.Y. Itinerary: New York, Washington, Chicago, Decatur, Peoria, Cedar Rapids, Des Moines, Beatrice, Sioux City.

GERMANY—Mr. Bernhard E. Engelhardt, Amelungstrasse 3, Hamburg 36, interested in contacts with manufacturers of **plywood, fiber boards, plastic-coated boards,** with wholesalers of same, and with sawmills. Early October via New York for 4 weeks. c/o Department of Commerce Field Offices on itinerary. Itinerary: New York, Washington, Cincinnati, Denver, Los Angeles, San Francisco, New Orleans.

INDIA—R.C. Tewari, Secretary General, Eastern Equipment and Sales, Ltd., 24-B Park St., Calcutta 16, interested in agency representation of U.S. manufacturers and exporters of **chemical and metallurgical plants, iron ore, limestone beneficiation plants, coal processing equipment and mining machinery.** September 21 via Chicago for 3 weeks. c/o American Express Co., 20 S. Michigan Ave., Chicago, Ill.; American Express Co., 65 Broadway, New York, N.Y. Itinerary: Chicago, Milwaukee, Louisville, Cincinnati, Pittsburgh, Washington, New York, Denver, San Francisco.

IRAN—Mr. Rouhollah Monasebian, The Karkhanejat Towlidi Tehran, 48 Shah Ave., Tehran, interested in imports of **chemicals and raw materials** needed for their own factories. October via New York for six months. c/o 96-02—57th St., Apt. 15M, Forest Hills, N. 73, N.Y.

JAPAN—Mr. Yoshihiko Ohta, Chief of Inspection Dept., Japan Sewing Machine Inspecting Assn., Nagoya Branch, 7-1, 2-chome, Minamihisaya-cho, Naka-ku, Nagoya, interested in **general survey of consumer opinion regarding Japanese home-use sewing machines.** September 27 via Los Angeles for 26 days. c/o Japan Trade Center, 395 Fifth Ave., New York, N.Y. Itinerary: Los Angeles, New York, Chicago, Cleveland, New Orleans, San Francisco, Hawaii.

Mr. Shizuo Nakano, President, Teikoku Kako Co., Ltd., Ujiden Bldg., 164 Umegae-cho, Kita Ku, Osaka, interested in **visiting chemical companies to discuss trade possibilities.** September 4 via Honolulu for one month. c/o Mitsui & Co., Ltd., 200 Park Ave., New York, N.Y. Itinerary: San Francisco, Chicago, Evanston, Washington, New York.

Mr. Takehiko Takamiya, Chief, Food Sanitation Section, Osaka Prefectural Government, c/o Osaka Prefectural Government, Otemaenocho, Higashi-ku, Osaka, head of a 15-member meat industry study team to conduct on-the-spot research. Interested in visiting **meat processing and packing companies** as well as manufacturers of allied equipment. October 3 via New York for 3 weeks. c/o Japan Trade Center, New York, 393 Fifth Ave., New York 16, N.Y. Itinerary: New York, Buffalo, Chicago, Omaha, San Francisco, Los Angeles, Honolulu.

RHODESIA—Mr. Ismail E. Khalpey, Institute of Market Research, P.O. box 697, Bulawayo, Southern Rhodesia. Interested in **export promotion techniques and travel agencies.** September 25 via New York for 3-4 weeks. Itinerary: New York, Washington, Chicago, San Francisco.

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated August unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated August unless otherwise marked.

American Firms, Subsidiaries and Affiliates—Hong Kong.
Automotive Vehicle and Equipment Importers and Dealers—Brazil.
Boat and Ship Builders, Repairers and Chandlers—Australia.
Business Firms—Libya, September.
Clothing Manufacturers—Japan.
Hardware Importers and Dealers—Philippines.
Iron and Steel, Nonferrous Metal and Building Material Importers and Dealers—Japan.
Metallurgical and Metal Working Plants—Japan.
Metallurgical and Metal Working Plants—Switzerland.
Photographic Supplies Dealers and Photographers—Pakistan.
Printers, Lithographers, Engravers and Publishers—Belgium.
Sporting Goods, Toy and Game Importers and Dealers—Italy.
Textile Industry—Greece.
Textile Industry—Spain.

Electrical apparatus wanted for 11 Uganda schools

The Government of Uganda has issued a call for bids for equipment to be used in the construction of 11 schools in Uganda.

This project is being financed under AID Development Loan No. 617-H-022, source-origin of all materials to be procured in the U.S.

Material to be procured includes miniature circuit breakers, distribution and/or panel boards, wall mounted highway switches, indicator switches, insulated wires and cables, internal and external, termination glands for direct burial cables, main switch gears, conduits and accessories, lighting fixtures, water heaters and lighting protection.

Bid deadline is October 9.

For detailed specifications interested U.S. suppliers for these general categories should contact: The Office of Small Business, Agency for International Development, Rm. 2119 Barton Hall, Ohio Dr. and Independence Ave., SW., Washington, D.C.

The Government of Uganda has approved the following suppliers as being authorized to receive quotations for U.S. manufactured goods. Bids will be made by these suppliers on the basis of prices offered through U.S. manufacturers. The Government of Uganda will nominate as importer, for each commodity, the supplier presenting the lowest bid:

The Manager, Gailey & Roberts, (Uganda), Ltd., Pan Electric, P.O. box 3997; The Manager, Engineering and Electrical Branch, Uganda Co., Ltd., 8 Burton St., P.O. box 1; The Manager, Kettles-Roy & Tysons, Ltd., 20 Entebbe Rd., P.O. box 28; R.A. Rahemtulla, Esq., P.O. box 12427; The Manager, The United Builders & Contractors, Ltd., P.O. box 1592; The Manager, Hartley Electromotives, (E.A.), Ltd., P.O. box 5366;

The Director Manager, A. Baumann & Co., East Africa, Ltd., P.O. box 335; The Managing Director, R. W. Ketchley & Co., Ltd., P.O. box 5182; The Managing Director, The Berkeley Electrical Engineering Co., of Africa, Ltd., P.O. box 3325; The Managing Director, G.A. Neumann, Ltd., P.O. box 1498; Skelbar Agencies, Ltd., P.O. box 2441; Gerald Hoe, Esquire, P.O. box 20111; all in Kampala. SBC-374.

Syria requests sprayers

The Monopole Des Tabacs and Tombacs of Syria wishes to purchase 1000 pulverizators (sprayers).

The bid deadline is September 29. Correspondence regarding this bid is requested in French.

Copies of the terms and specifications, in French, may be obtained by firms located in the U.S. from the ACME Division, BDSA, Department of Commerce, Washington, D.C. 20230.

New Books and Reports

Legal Problems in International Trade and Investment. **Proceedings of 1961 Conference on International Trade and Investment Conducted at Yale Law School. Crawford Shaw, Editor. 1962. Oceana Publications, Inc., Dobbs Ferry, N.Y. 265 pp. $12.50.**

Symposium of papers treating problems confronting international lawyers in areas of trade, anti-trust, taxation, and regional marketing; operational aspects and relationship to national policy. Includes selected English language materials on doing business abroad.

Compensation of U.S. Personnel Stationed Abroad. **1963. Machinery & Allied Products Institute, 1200 18th St., NW., Washington 6, D.C. 33 pp. $1 to members; $2 to nonmembers.**

Survey of current practices relating to compensation of U.S. personnel stationed overseas. Company policies regarding salaries and premiums, education allowances, entertainment and membership, reimbursement for tax differentials, cost-of-living allowances, cost of transferring abroad, travel expenses, and other subjects.

Export Trading Guide. **1962. Iron Age Metalworking International, Chestnut and 56th Sts., Philadelphia 39, Pa. Single Copies free to advertising agencies and manufacturers; $2 all others.**

Two-part directory to sources of information on international trade, designed specifically for metalworking companies interested in exporting. Part one includes information sources in the U.S. Part two, sources in other countries. Contains listings of overseas organizations actively promoting world trade, and of selected directories providing information on markets, trade contracts, and other pertinent topics.

Chartering and Shipping Terms. **J. Bess (5th Ed.) 1960. Vitgeverij V/H C. De Boer, Jr., Hilversum (Netherlands), U.S. and Canadian Distributor: W. S. Heinman, 400 E. 72d St., New York 21, N.Y. 410 pp. $15.**

Practical guide to shipping business for steamship companies, Shipbrokers, Forwarding Agents, Exporters, Importers, Insurance Brokers and Banks. Includes proforma estimates of 10 different voyages on charter-basis with explanation of bunkering arrangements. Volume is obtainable in six different languages at various prices.

Liberia handbook

A new and potentially valuable source of information for American businessmen and investors interested in Liberia recently became available with the publication of the 1963 Liberia Chamber of Commerce Handbook and Directory.

This new 132-page publication—the first of what the sponsoring organization hopes will become an annual series—contains a street-by-street directory of business organizations and professional services in Monrovia, Liberia's capital. Also contained in the volume are a list of international trading agencies and their major product lines plus a 30-page section entitled "Establishing a Business in Liberia" which contains summaries of business conditions, regulations, taxation, law, finance, investment policy, trade and other subjects of particular interest to foreign businessmen and investors.

Loan copies of the handbook are available to interested businessmen through any Department of Commerce Field Office or the Bureau of International Commerce's Africa Division.

Israel Industry and Export Trade, 1963. **Published by Israel Publications. Tel Aviv, 1963. 123 pp.**

Reviews Israel's expanding economy by listing the producers in the metal, electrical, building, chemical, foodstuffs, textile, leather, printing and service industries who are engaged in international trade. The book also contains a table of coefficients for converting from U.S. to metric measurements, a list of Israeli Trade Missions abroad, and an exporters' register.

It can be ordered from "Israel Periodicals," Tel Aviv.

Commercial Abbreviations Commonly Used in International Trade. **1963. First Natl. City Bank, Public Relations Dept., 399 Park Ave., New York 22, N.Y. 9 pp. Free.**

Lists commercial abbreviations for freight, insurance, collection and payment terms commonly used by businessmen engaged in international trade.

Marine Insurance Claims: American Law and Practice. **By Leslie J. Buglass. Published by the Cornell Maritime Press, Cambridge, Maryland. September, 1963. $4**

A case law study of the fundamentals of marine insurance, with special emphasis on claims. While the main purpose of the book is to deal with marine insurance claims according to American law and practice, it also covers those sections of the influential English Marine Insurance Act which do not conflict with U.S. law. "Lake Practice" is also discussed, and the Resolutions and Rules of the Great Lakes Protective Association are reproduced.

Appendices contain the Rules of Practice of the Association of Average Adjusters of the U.S., The New York/Antwerp Rules (1950), the English Marine Insurance Act, and the Merritt-Chapman & Scott Corporation's Form of Salvage Agreement.

Directory of Pennsylvania Manufacturing Exporters 1963. **1963. Dept. of Internal Affairs, Commonwealth of Pennsylvania, Harrisburg, Pa. 105 pp. Free.**

Pennsylvania manufacturers that exported goods valued at $500 or more in 1961, alphabetically and by SIC code product groupings. Gives name, location, and mailing address of establishments. Based on special Foreign Trade Census conducted as supplement to 1961 Industrial Census of Pennsylvania.

Illinois Manufacturers Directory 1963. **1963. Annual. Manufacturers' News, Inc., 20 E. Huron St., Chicago 11, Ill. 1,924 pp. $40.**

Listing of 22,500 Illinois manufacturing and processing firms (1) by products and services; (2) alphabetically, showing city or town in which located; and (3) geographically by cities, giving company, telephone and address (plant address, if different), affiliation (if any), managing officials, principal products and SIC code, employment and capitalization.

New Jersey State Industrial Directory 1963. **Annual. 1963. New Jersey State Industrial Directory, Port Authority Bldg., 111 Eighth Ave., New York 11, N.Y. Approx. 564 pp. $30.**

Alphabetical arrangement of over 14,000 industrial and commercial firms in State, giving city and county location, together with affiliation if any. County

and city listing, showing name of company, street address, SIC code designation, managing personnel, employment (male and female), product or service. Classified register of over 1,000 headings, with cross-classifications. Editorial section contains comparative population data by county and minor civil divisions; also municipal statistics (date of incorporation, population and tax rate).

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 per year additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Investment Law in the Republic of Dahomey. OBR 63-104. 11 pp. An unofficial U.S. State Department translation of the Investment Law enacted by the Republic of Dahomey on December 31, 1961.

Establishing a Business in Colombia. OBR 63-107. 16 pp. Describes the investment climate; the amount and type of U.S. investment; the outlook for joint ventures; licensing and technical assistance arrangements; rights of foreigners; Government intervention; entry and repatriation of capital; exchange rates; forms of business organization; regulations governing representatives or sales agents; industrial property protection through patents and trademarks; labor legislation; and the various taxes to which businessmen are subject.

Establishing a Business in Australia. OBR 63-108. 16 pp. Summarizes Government policies on investment, external capital and aiding industry; expropriation and compensation; land tenure regulations; rights of aliens; regulations governing entry and repatriation of capital; tariff policy; laws regarding the various types of business organization; patent licensing; mining laws; regulations affecting employment; the various forms of taxation to which businesses are subject, and the availability of factory sites.

Basic Data on the Economy of Denmark. OBR 63-112. 18 pp. Covers the structure of the Danish Economy; the industrial outlook; the financial structure; foreign trade; economic development programs; marketing aids, and trade customs.

United States Foreign Trade: January-May, 1963. OBR 63-114. 12 pp. Presents the U.S. trading record in the first 5 months of 1963 through 10 different tables.

Basic Data on the Economy of Ethiopia. OBR 63-117. 19 pp. Prepared by the American Embassy in Addis Ababa, this booklet describes the structure of the Ethiopian economy; the nation's agriculture, industry, mining, power, transportation and communication; the financial structure; the foreign trade picture, with special emphasis on trade with the U.S.; marketing channels and aids to distribution; trading practices; and the Government's economic development program.

Exports in Relation to U.S. Production, 1962. OBR 63-118. 4 pp. This report presents selected data showing the relationship of U.S. exports to aggregate domestic production and for principal manufactured items.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Bureau of International Commerce, Office of Publications and Information, U.S. Department of Commerce, Washington, D.C. 20230

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***Canadian Packaging 1963-64 Buyers' Guide.* (Annual Directory) July 1963. Maclean-Hunter Publishing Co., Ltd., 481 University Ave., Toronto 2, Ont., Canada. 238 pp. Annual subscription rates, including Annual Directory Issue: U.S. and U.K., $10; Canada, $5; other countries, $20. Annual Directory, when ordered as single issue for delivery in U.S. and U.K., $3; Canada, $2; other countries, $4.**

Lists companies under product, and service headings in six main groups: Materials, containers, machinery and equipment; manufacturers' and agents' addresses; contract packaging services, and P-O-P; brand names. Includes special report from Germany on *Surge of Plastics, Trends to In-Plant Container Forming in Europe.*

***Exporting to the United States.* 1963. U.S. Treasury Dept. GPO. 86 pp. 50¢.**

Information and assistance on exporting to the United States. Explains essential requirements of U.S. customs laws and regulations and procedures to be followed. Includes sample of special customs invoice form and instructions for preparation.

***Who's Who in Association Management 1963.* 1963. American Society of Assn. Executives, 2000 K St., NW., Washington 6, D.C. 101 pp. Additional copies to members, $3; nonmembers $15.**

Directory of members of American Society of Association Executives, showing their business connection. Includes an alphabetical list of the Associations represented as well as a key word directory. Also geographical directory of members and details of the association's management and organization.

***Your Answers About: American Trade and Professional Associations.* 1963. American Society of Association Executives, 2000 K St., NW., Washington 6, D.C. 14 pp. Free.**

Description of types of voluntary associations in U.S., historic background and growth, impact and scope, and listing of services performed for members.

***Chicago Conference on Agricultural Trade with Japan.* (Report.) 1963. United States-Japan Trade Council, 1000 Connecticut Ave., NW., Washington 6, D.C. 32 pp. Free, while supply lasts.**

Analysis of the key role of Japan as a vitally important export market for American farm products. Includes summation of remarks of Conference participants on U.S. Agricultural Export Trade Policy, the implications of the Trade Expansion Act of 1962 for trade in agricultural products, economic guideposts to trade with Japan, financing agricultural trade with Japan.

***Terminal Facilities at United States and Canadian Ports.* (Article.) *Traffic World*, Washington Bldg., Washington 5, D.C. June 29, 1963, p. 90. 75¢ per single issue.**

Directory of available facilities at coastal and inland ports, by States and area port serves, type of service, storage facilities, name of truck service, also name and address of director of rate and facility information.

***Overseas Management and the Local Community.* A checklist for the U.S. company overseas. (AMA Management Bull. No. 29.) 1963. American Management Assn., International Management Div., 1515 Broadway, New York 36, N.Y. 15 pp. $1.50; AMA members, $1.**

Phases of planning necessary to help local management overseas meet product or performance standards. Outlines 11 basic phases and crucial factors which have been found to be widely applicable in a variety of situations.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—701955/11

Calendar *for international traders*

September

23—Mid-America Regional Export Expansion Conference, Travelodge Motor Hotel, **Marion, Ill.** Sponsors: St. Louis Regional Export Expansion Council and Southern Illinois Incorporated.

23—Metal Cookware Manufacturers Assn. Meeting. Lake Lawn Lodge, **Delavan, Wisconsin.** Commerce Speaker: Eugene M. Braderman, Director of the Bureau of International Commerce.

23—Advanced Foreign Trade Educational Workshop (first of 7 weekly meetings), World Trade Center in New England, Inc., **Boston, Mass.** Sponsors: International Trade Assn. of New England, Greater Boston Chamber of Commerce; Boston Regional Export Expansion Council; World Trade Center in New England.

23-26—American Society of Association Executives Annual Convention, Adolphus Hotel, **Dallas, Tex.**

24—Export Counseling Conference, **Pittsburgh, Pa.** Sponsors: Pittsburgh Chamber of Commerce, Pittsburgh World Trade Council and the Pittsburgh Regional Export Expansion Council.

24—Businessmens' Consultations with members of the U.S. Trade Missions to Sweden, Belgium and the Netherlands, at the Syracuse Chamber of Commerce, **Syracuse, N.Y.** Sponsors: Syracuse Chamber of Commerce and the U.S. Department of Commerce's New York Field Office.

25—Businessmens' Consultations with members of the U.S. Trade Missions to Sweden, Belgium and the Netherlands, at Hotel Utica, **Utica, N.Y.** Sponsors: Utica Chamber of Commerce and the U.S. Department of Commerce's New York Field Office.

25—Businessmen's Consultations and Luncheon with the full membership of the Trade Mission to France at the Essex House, **New York, N.Y.** Sponsors: French Chamber of Commerce of the U.S. and the U.S. Dept. of Commerce's New York Field Office.

25—Practical Course in Overseas Selling (first of 6 weekly meetings), University of Maine, **Portland, Maine.** Sponsors: Maine Foreign Trade Council, University of Maine and U.S. Dept. of Commerce's Boston Field Office.

25—Seminar on Export of Technical Data at 10 a.m. at Roosevelt Hotel, **New York City.** Sponsor: International Department of Electronic Industries Association.

25—Interviews with members of U.S. Trade Missions to Belgium and Sweden. **Milwaukee, Wisc.** Sponsor: Department of Commerce's Field Office, Milwaukee.

26—World Trade Club of St. Louis annual "Port of New York Night" dinner meeting, Schneithorst Restaurant, **St. Louis, Mo.**

26-27—Businessmen's Consultations with Frank S. Wile, Netherlands Commercial Officer. 226 West Jackson Blvd., **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce's Chicago Field Office.

27—Mid-South Exporters' Roundtable, **Memphis, Tenn.** Featured Speaker: Mr. Fred Lehn, General Manager, International Executives Association of New York.

29-October 3—Tenth Institute on Foreign Trade, **Champaign, Ill.** Sponsors: Illinois Manufacturers' Assn. and the University of Illinois.

October

1-4—Packaging Machinery Show. Convention Hall, **Atlantic City, N.J.** Sponsor: Packaging Machinery Manufacturers Institute.

2—Terminal Conference of the U.S. Trade Mission to Denmark and Norway. **San Francisco, Cal.** Sponsor: U.S. Dept. of Commerce's San Francisco Field Office.

2—Businessmen's Consultations and Luncheon with members of U.S. Trade Mission to Belgium at World Trade Club, World Trade Building, **Houston, Texas.** Sponsors: Houston Chamber of Commerce, Houston World Trade Association, and Department of Commerce's Houston Field Office.

2—World Trade and Marketing Conference for Suffolk County, Long Island, at the Town House, **Huntington, Long Island.** Sponsors: Suffolk County Department of Commerce and Industry, New York Regional Export Expansion Council, U.S. Department of Commerce's New York Field Office; New York State Department of Commerce.

3—Foreign Trade Seminar, Foreign Trade Assn. of the Lehigh Valley. **Easton, Pa.**

3—Businessmen's Consultations with members of the U.S. Trade Mission to Denmark, Norway and Sweden. Board Room, Seattle Chamber of Commerce, 215 Columbia Street, **Seattle, Wash.** Sponsor: U.S. Dept. of Commerce's Seattle Field Office.

3—Monthly meeting of Milwaukee World Trade Club at Coach House Inn, **Milwaukee, Wisc.**

7-8—Conference of the Far East-America Council of Commerce and Industry, **New York, N.Y.**

7-9—American Management Assn. Seminar. Astor Hotel, **New York, N.Y.** Topic: Investing and Doing Business With Spain.

8—Mid-America Regional Export Expansion Conference. Lincoln-Douglas Hotel, **Quincy, Ill.** Sponsors: St. Louis Regional Export Expansion Council and Quincy Chamber of Commerce. Speaker: E. E. Schnellbacher, Ass't. Director, Bureau of International Commerce.

9—Businessmen's Consultations with members of the U.S. Trade Missions to Sweden, Netherlands and Norway/Denmark, Worcester Area Chamber of Commerce, **Worcester, Mass.** Sponsors: Worcester Area Chamber of Commerce and U.S. Dept. of Commerce's Boston Field Office.

9—Export Expansion Conference, **Ferndale, Mich.** Sponsors: Ferndale and South Oakland County Chambers of Commerce and U.S. Dept. of Commerce's Detroit Field Office.

9-11—Propeller Club of U.S. Annual Convention and American Merchant Marine Conference. Lord Baltimore Hotel, **Baltimore, Md.**

10—Regular Luncheon Meeting of the International Trade Club of Chicago. LaSalle Hotel, **Chicago, Ill.**

14-15—Businessmen's Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Norway and Sweden. **St. Louis, Mo.** Sponsors: St. Louis Regional Export Expansion Council and the Chamber of Commerce of Metropolitan St. Louis.

15—Workshop on Steamship Conference and Ocean Freight Rates, **Kansas City, Mo.** Sponsors: International Trade Club of Kansas City and the Dept. of Commerce's Kansas City Field Office.

15—Luncheon Meeting, International Executive Assn. Hotel Statler Hilton, **New York, N.Y.**

15—Export Expansion Conference, **Williamsport, Pa.** Sponsors: West Branch Manufacturers Assn. and the Philadelphia Regional Export Expansion Council.

15—Dinner Meeting of the Philadelphia Foreign Traders Assn. Sheraton Hotel, **Philadelphia, Pa.**

16—Hudson County Conference on "Profits in Exports." Luncheon at Hotel Plaza, **Jersey City, N.J.** Sponsors: Jersey City and Hoboken Chambers of Commerce, New York Regional Export Expansion Council, Port of New York Authority, and the U.S. Department of Commerce's New York Field Office.

16-17—Export Expansion Conference and Businessmens' Consultations with members of the U.S. Trade Missions to Belgium, Denmark, Norway and Sweden. **Detroit, Mich.** Sponsor: U.S. Dept. of Commerce's Detroit Field Office.

17—World Trade Club of Detroit monthly meeting. Pick-Fort Shelby Hotel, **Detroit, Mich.**

17-18—Fifteenth Annual Virginia World Trade Conference. Golden Triangle Motor Hotel, **Norfolk, Va.** Speaker: E. E. Schnellbacher, Asst. Director of the Bureau of International Commerce.

19—Bankers' Conference on International Trade, in auditorium of 1st National Bank, **Ft. Worth, Texas.** Sponsors: Department of Commerce's Dallas Field Office and 1st National Bank of Ft. Worth.

UNI
GOVERNMEN
DIVISION OF
WASHING

OFFICI

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, $300
(GPO)

First-Class Mail